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CHEMIST & DRUGGIST

newsweekly for pharmacy

Vestric... the local pharmaceutical service:

Fact: Vestric operates 34 distribution and stocking centres throughout the British Isles from Aberdeen in the North to Paignton in the South. In some cities we are represented by more than one branch.

Fact: The Company employs almost 3,000 people in order to meet the widest needs of pharmacy.

Fact: Nearly 400 delivery vehicles are in use each day maintaining our service to many thousands of customers.



Vestric Limited Head Office: Runcorn, Cheshire

**Profitability
in retail
pharmacy**

**Dispensed
samples
warning**

**The future
for counter
prescribing**

**Multi-rate
VAT opposed
by NPU**

**Technical
developments
at Interphex**



Minalka

Concept's Minalka, the balanced mineral dietary supplement for well-being, vitality and the treatment of muscular rheumatism will be supported by an intensive advertising campaign from November 7th, which will immediately cover Cheshire, Lancashire, Yorkshire, Greater London and the Southern TV area.

We promise a full national campaign being developed during the coming weeks with a six figure advertising expenditure.

In addition to this the Minalka message will be a permanent fixture in 33% of the London Underground compartments (1,500 carriages) from December and in the whole 100% (4,000 carriages) from March.

Minalka is newly packed in attractive blue sell-out display outers holding five cartons of Minalka.

Each single, newly designed carton holds a three months supply of Minalka with a new explanatory leaflet.

Prices per carton of 360 tablets:

To the consumer	£1.75 including Purchase Tax
Purchase Tax	£0.31
Price to retailer	£1.04
Retailer's profit	£0.40

Important initial bonus offer

For the three months November, December 1971, and January 1972:

10 cartons charged as 9	= 35% profit
15 cartons charged as 13	= 37% profit
20 cartons charged as 17	= 38½% profit

Orders through your wholesaler or direct from Concept Pharmaceuticals (International) Limited, Russell House, High Street, Rickmansworth, WD3 1EZ.

Minalka order form

Please supply display outers
Minalka (containing 5 sales packs of
360 tablets each at £1.75 retail)

Invoice through

Signature

Name and address



Concept Pharmaceuticals
(International) Limited
Russell House High Street
Rickmansworth WD3 1EZ

CHEMIST & DRUGGIST

113th year of publication Vol. 196 No. 4783

The newsweekly for pharmacy

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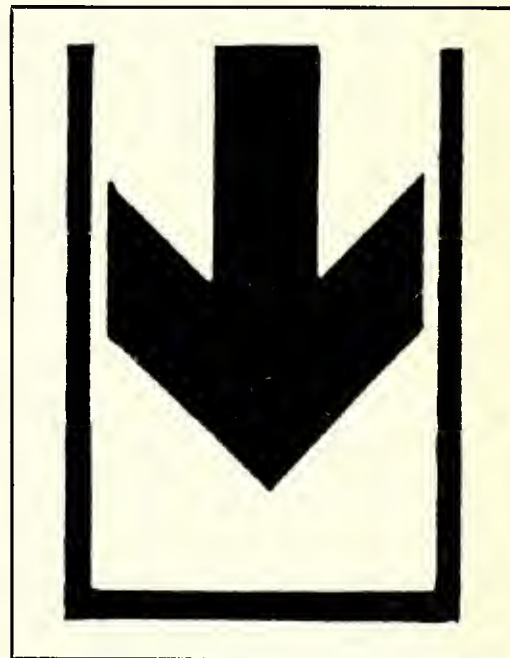
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Contents ©

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of Circulations**A Benn Group Journal**

*Latest technical developments will be
featured at Interphex '71, which opens in
London next week (see p 702)*

More and more More chance for you

Caprice and Mini-Spray still going strong on TV.

The Caprice commercial features Caprice perfume and also shows mini-spray, talc, creme perfume and cologne. The Mini-Spray commercial shows the four top-selling sprays. Both are appearing *now* at peak time.

Many chances for your customers to see these great films.

Many chances for *you* to win a colour set in the Yardley TV Competition.

WELLCOME INSTRU
LIBRARY

Coll. WelMOMec

Coll.

No.



CAPRICE
and
MINI-SPRAY
on TV. now

Yardley on TV

to win a colour set

It's great fun to enter, great fun to watch. And it's going to sell a lot of Yardley.

Please read the competition rules carefully:

RULES The competition is open only to official Yardley stockists in the United Kingdom.

Relatives of and employees of the Yardley company and/or Yardley agencies are ineligible.

1 Prizes will be awarded to those competitors who, in the opinion of the judges, have submitted the correct order and composed the most apt ending to the sentence.

2 Only one entry per stockist will be allowed. Entries should be posted to: Television Competition, Yardley of London Ltd., 33 Old Bond Street, London W1X 4AP, by 31st December 1971.

3 No responsibility shall be taken for entries lost, delayed or damaged in the post, and proof of posting will not be accepted as proof of delivery.

4 Winners will be notified by post.

5 All entries become the property of Yardley of London Ltd.

6 Closing date for receipt of entries will be 31st December 1971.

7 Judges will be appointed by Yardley of London Ltd. and their decision is final. No correspondence can be entered into.

8 By entering the competition, competitors shall be deemed to have accepted and agreed to abide by the rules.

MINI SPRAYS CAPRICE SEA JADE COUGAR
SOUL SHIMMER LIPSTICK

Each of these Yardley commercials features one of the items listed below:

- | | |
|-------------------------|------------------------|
| a. Waterfall_____ | d. Backless Dress_____ |
| b. Gazebo_____ | e. Restaurant_____ |
| c. 'Tame it's not'_____ | |

Just indicate beside each item which commercial it appears in. When you have done this complete the phrase 'Yardley advertise on television because_____

Name

(not more than 24 words)

Address

CD4



Polaroid Cameras self develop your Christmas business.



We have them.

The people who buy Polaroid Cameras from you between now and December 24 will be just longing for the thrill and excitement of shooting and seeing instant pictures on Christmas morning.

But since most of them are buying Polaroid Cameras as gifts for other people, their only hope is that those "other people" will also be buying Polaroid Cameras—as gifts for *them*.

Pushed by all that advertising, they probably will be too; which is why we have Swinger II and Colorpack 80 Cameras ready to deliver.
And why we have a question for you—do you have the stocks to meet a *double* demand?

Jonathan Fallowfield Ltd

London. 60, St. John Street, E.C.1.
Telephone: 01-253 7591.

South Coast. The Street, Poynings, Sussex.
Telephone: Poynings 273.

West Country. 8, Novers Hill Trading Estate, Bristol 3.
Telephone: Bristol 668086

The North. St. Bernards Mill, Gelderd Road, Gildersome,
LEEDS Telephone: Morley 7971

Midlands. Westminster Trading Estate, Measham, Leicester.
Telephone: Measham 8361

Dispensed samples warning

Chemist contractors must declare any medical samples they dispense on NHS prescriptions, the Central NHS Committee has warned.

The warning follows allegation of "swindles" by doctors and chemists in the BBC1 "Nationwide" programme a fortnight ago (last week, p 637).

The central committee's statement reiterates that the basis of NHS remuneration includes the proviso that the contractor shall be reimbursed the cost to him (ie the "net ingredient cost") of the materials he supplies, plus an on-cost allowance.

"Where, exceptionally, a chemist contractor supplies against an order on an NHS form a medicament which he has received free of charge (eg a professional sample or a 'starter pack' of a new product provided to ensure that a patient receives immediate treatment) the form should bear an appropriate endorsement indicating this when submitted for pricing."

The statement adds that the appropriate professional fee and container allowance will then be certified for payment. When a pack of this type is supplied it is essential that the normal labelling procedure is carried out.

New treatment for cholesterol

The combination of clofibrate and Sephadex—DEAE, a new drug being made by Pharmacia, is proving in trials to be the most effective method yet for lowering high levels of blood cholesterol, according to a report on work by Dr Dennis Hyams at the Chesterton Hospital, Cambridge.

The drugs lowered blood cholesterol levels by an average of 33 per cent from pre-treatment levels in over 30 geriatric patients involved in the trial.

The Sephadex, which is non-absorbable, is thought to bind bile acids in the intestine. In compensation the liver steps up synthesis of bile acids from cholesterol, so that less cholesterol is released into the blood stream.

Clofibrate acts synergistically by decreasing the liver's synthesis of cholesterol itself.

Cost-related charges: a decision soon

The Government will have to announce its decision on cost-related prescription charges "fairly soon", Sir Keith Joseph, Secretary of State for Social Services, said on Tuesday.

Answering questions on the BBC Radio 4 programme "It's your line", in which listeners talk direct with guest speakers by telephone, he said that the original proposal had provoked "a blast of disagreement" from doctors and chemists.

The professions' objections to the scheme were still being studied, said Sir Keith.

Decision on detergents

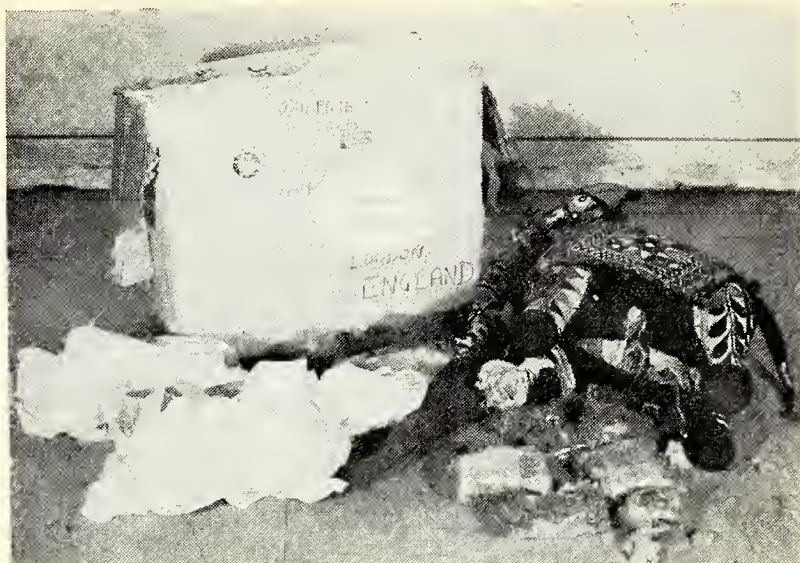
The withdrawal of enzyme detergents on dermatological grounds would not be justified, Mr Richard Sharples, Minister of State, Home Office, said in a reply to a Commons question last week.

He had been asked by Mrs J. Butler when the Home Secretary now expected to receive the report of the committee examining the health hazards from enzyme detergents.

Mr Sharples replied: "A group of dermatologists have been investigating this matter on behalf of the Home Office's medical advisers. They have concluded that, although they have found some cases of dermatitis attributable to enzyme detergents, the problem is not great, and that the withdrawal of these powders on dermatological grounds would not be justified."

"But the group have recommended that, since previously damaged skin can be affected by this type of product, a suitable warning notice should appear on the packets."

"The manufacturers, while not accepting that enzyme detergents are more likely to cause dermatitis than other detergents, have agreed, at the Home Office's request, to comply with this recommendation," he said.



Painted dolls, a lamp-stand and felt elephants were among items in last year's Customs haul which were passed on to the Laboratory of the Government Chemist for inspection. The elephant pictured here was stuffed with kapok and large blocks of cannabis resin. Offenders involved were jailed

Mr L. Pavitt asked the Secretary of State for Social Services if those companies whose products are sold to the National Health Service within the Voluntary Price Regulation Scheme and who have subscribed to the Confederation of British Industries prices pledge will be limited to a 5 per cent increase in price in the next 12 months under the Voluntary Price Regulation Scheme.

Mr Michael Alison, Under Secretary, replied: "Our negotiations with the companies in the pharmaceutical industry on prices will continue to be governed by the criteria of the Voluntary Price Regulation Scheme."

Bomb demolishes Belfast pharmacy

A pharmacy in Chichester Park, Belfast, was demolished last week by a bomb explosion. It was the premises of James Lord Ltd, 502 Antrim Road, Belfast 15, which was two doors away from the Chichester Park police barracks.

Mr C. S. Ritchie, secretary of the Ulster Chemists' Association, told *C&D* that the "bombers" ran into a grocer's between the barracks and the pharmacy and placed the bomb against the wall of the grocer's adjoining the barracks.

As the grocery staff fled, one of them warned people in the chemist's.

The 150 lb of gelignite employed wrecked all three buildings. A police inspector was killed and two constables were badly injured. No one from the pharmacy was hurt.

The pharmacist concerned should get compensation under the Northern Ireland Government's provision.

Health centre consortium formed

Health Centre Pharmacy (Kirkcaldy) Ltd has been formed by 10 independent pharmacy firms in Kirkcaldy, Boots Ltd and the Central and East Fife Co-operative Society, to operate all the pharmaceutical services at the new Victoria Hospital health centre.

The centre is due to open in 1973 with 17 doctors serving 17,000 patients.

The project will ensure that the best possible use is made of the available staffs, skills, business expertise of the existing member firms, and that the best possible service will be given to the patients and the doctors. Formation of the consortium is believed to be the first in Scotland.

Memorial fund for Dr Macmorran

A memorial fund for Dr G. H. Macmorran has been opened by the Scottish Executive of the Pharmaceutical Society.

Dr Macmorran had been resident secretary of the Scottish Department since 1958 and its assistant secretary for the previous ten years.

With Mrs Macmorran's approval, the form of the memorial will be decided in due course, but the Scottish Executive hope that it will be of significant value to one of his special interests in Scottish pharmacy.

A letter announcing the fund has been sent to all pharmacists in Scotland. Contributions should be sent care of the staff pharmacist, 36 York Place, Edinburgh EH1 3HU.

Doctor gives his thoughts on rural dispensing

The doctor gives a better dispensing service than the rural pharmacist, according to a letter in last week's *General Practitioner*.

The correspondent, Dr J. A. Holland of Northants, lists the following reasons:

□ The doctor gives a 24-hour cover where necessary, whereas the pharmacist sticks rigidly to shop hours and will not dispense out of hours even when the script is marked "urgent" and he is on the premises.

□ The doctor explains the purpose of drugs, and labels the containers with the contents.

□ The doctor obtains drugs in 1½ hours from the wholesaler and keeps good stocks. The chemist takes up to three days to obtain the drugs from the same wholesaler who is often unable to complete a prescription without asking the patient to return for the balance.

□ The doctor does not threaten the wholesaler with withdrawal of the account if he continues to supply the pharmacist. The reverse, however, is the case with pharmacists.

□ The patient receives drugs on the spot from the doctor. He does not have to wait up to five days or make three or four visits to the chemist.

□ "We are particular about whom we employ as a dispenser. We use clean, washed or new containers and do not mix tablets."

The letter was in response to a front-page story in the October 1 issue of *GP*, which listed criticisms levelled at doctors with a "do-it-yourself"

dispensing system. It stated the Pharmaceutical Society's attitude and said that the Council was expected to make a stand on the subject later in the year.

The replying letter concludes with the suggestion that pharmacists put their own house in order before attacking dispensing doctors.

Training for selling

A better deal for customers together with improved productivity and therefore increased profits should result from effective training of shop assistants, says a recent report. Training for Selling, produced by the Distributive Trades Economic Development Committee (HM Stationery Office, price £1.50).

Shop managements are urged to introduce planned on-the-job training for their staff and four practical steps to train assistants in their work are detailed in the guide. Contributions were made by educationists and training officers of retail and wholesale firms.

The publication emphasises that top management must be enthusiastic about a training scheme if they wish it to succeed. The guide will assist them in ensuring new staff are "fully operational within weeks—if not days" of their joining a shop—a necessity in the competitive training field.

Inhalation 'for kicks'

A Midlands coroner this week warned of the dangers facing teenagers who inhale fluids "for kicks".

Mr Edward Huntbach, the Lichfield Coroner, was speaking at an inquest on a 15 year old boy who died after inhaling cleaning fluid fumes.

He inhaled vapour from a bottle of Zoff plaster remover which he had bought from a local chemist.

The boy who died, Anthony Mistors of Brackenhill Road, Chase Terrace, Lichfield, Staffs, was found lying in a field with a bottle and pad nearby.

Dr Stanley Van Der Merwe,

pathologist, said that Anthony died from the aspiration of stomach content while in a semi conscious state caused by inhaling Zoff. He said that any volatile cleaning fluid would have an anaesthetic effect.

Chemist's assistant Mrs Hazel Vicars, who sold the bottle, said it carried a notice warning against the fumes.

Anthony's father, Mr Clive Mistors, told the inquest that the practice of sniffing cleaning fluids had been known in the district about 10 months previously and warnings had been given.



Two of the judges in a recent Concours d'Elegance, sponsored by Lenthéric Ltd, and held in Inverness are seen here assessing one of the entries. They are Miss Joan Hewlett, Lenthéric representative for the highlands and islands of Scotland and Mr George Oliver, writer, artist, and broadcaster on veteran cars. The winning car was a 1911 Stanley Steamer Runabout owned and entered by Mr D. Brook of Mirfield, Yorkshire

Interferon inducers still in doubt

The value of substances used for the induction of cellular interferon production still remains to be proven. That was the feeling of speakers at a symposium on the subject organised last week by the Society for Drug Research.

In summing up the day's proceedings, Dr N. B. Finter, who chaired the afternoon session, said that the administration of interferon itself, which gives cells the facility to resist viral infection, had also not yet proved practical. He felt that the symposium had paid scant attention to the use of this endogenous interferon.

Inducers had been shown to be effective in mice but not elsewhere.

Dr D. A. J. Tyrell, of the Medical Research Council clinical research unit, said that of the many thousands of possible inducers many had been excluded. There were difficulties over toxicity.

The substance might not be absorbed or might be metabo-

lised. A satisfactory concentration had to be achieved in the right area. Some viruses were resistant and mutants were formed.

Professor Sir Ernst Chain spoke of work done at Imperial College, London. He confirmed that the active agent derived from *Penicillium s:oleniferum* is double-stranded ribonucleic acid, extracted from virus particles which infect the mould. The RNA was capable of acting as an interferon inducer.

Other speakers listed possible inducers such as statolon, Helenine, endotoxins from bacteria, various polymers and the low-molecular-weight compound, Tilorone.

Interferon was described as activating a cellular antiviral component, when its mode of action was discussed.

Mr G. C. Brander, a veterinary surgeon for Beecham Research Laboratories, spoke of interferon in veterinary medicine. He said that vaccination and eradication programmes were not always successful and a vaccination was not always available when required. Inducers might be particularly useful in controlling epidemics of new diseases from overseas.

EEC pharmacies 'will follow Britain's pattern'

Counter trade in continental pharmacy will become more evident and British pharmacy will retain its present commercial aspect, according to Mr R. K. Rutter, chairman, National Pharmaceutical Union Executive.

Mr Rutter was speaking at the dinner of the South-eastern [England] Federation of Pharmacists in Eastbourne last week. He said he had gained those impressions following recent visits to continental pharmacies.

Earlier, Mr Rutter spoke of the 50 years of the NPU.

Although there had been differences and conflicts between the commercial and professional aspects of pharmacy, the NPU and the Pharmaceutical Society had promoted a happy relationship and both worked hard for the general betterment of pharmacy in Britain.

Tape patent 'not infringed'

A High Court application by Minnesota Mining & Manufacturing Co Ltd for a temporary injunction to stop alleged infringement of their Micropore surgical tape by the Dermilite tape sold by Johnson & Johnson Ltd, Slough, was dismissed by Mr Justice Whitford last week.

The judge said the plaintiff's tape, which was opaque, was a product of great merit. It allowed wounds to breathe, was waterproof and yet allowed dispersal of perspiration from the skin, and did not allow maceration of the skin, a feature of some other tapes. It was also being used for stitchless closures of wounds.

The Court held that on two counts Minnesota had established a *prima facie* case but in the manufacture of the tape, Johnson's did not infringe the specification because the tape was produced by a different method, which Minnesota had tried and failed to make work satisfactorily. Also, Minnesota had delayed in seeking their interlocutory relief, and the injunction would not be granted.

Both companies were now selling their tapes in the United Kingdom.

Johnson's, said the judge, had been in business since 1885 and this was the first time they had been defendants in a patent suit. Costs would be the defendants in the action.

Scottish NHS plans in Queen's speech

Foreshadowed in the Queen's Speech on Tuesday was legislation to "promote active competition and fair trading, and to extend customers' protection in the sale of goods."

Another Bill will reorganise the National Health Service in Scotland, following the lines of the White Paper. Under it the 156 health authorities will be replaced by 14 health boards responsible for hospitals, family practitioner services, etc.

Districts within the health board areas will be controlled by local health councils representing the community. There will also be a "common services agency" to provide supporting services where these can most conveniently be organised jointly for the whole of Scotland.

A new advisory body—the Scottish Health Service Planning Council—will be established to advise the Secretary of State for Scotland on major issues, and there will be an independent staff commission to ensure that the administration changes are introduced with full regard to the staff of the NHS. The appointed day will probably not be until April 1974.

Glucose monopoly

A report of the Monopolies Commission who have been looking into the question as to whether monopoly conditions, as defined by the monopolies legislation, existed in the starch, glucose and modified starches industry states that the Commission found monopoly conditions prevailed in the supply of glucoses because Brown & Polson Ltd (now CPC (United Kingdom) Ltd) supplied at least one-third of all the glucoses supplied in the United Kingdom. They found that monopoly conditions did not prevail in the supply of starch or modified starches.

The Commission concluded that "neither the monopoly



Mrs Y. Boaler, of the Anniesland Cross Branch of Cockburns, the Glasgow chemist group, is seen here accepting the prize of a four day holiday in Rome from Mr A. Horsburgh, Scottish regional manager of the Alberto-Culver Co. Mrs Boaler was one of six Scottish winners in the recent Alberto VO5 window display autumn competition

itself nor anything done by Brown & Polson Ltd as a result of, or for the purposes of preserving monopoly conditions, operated or might be expected to operate against the public interest".

They also found that the glucose industry, although not fiercely competitive, was one in which the largest producer, Brown & Polson, was by no means dominant.

(A Report on the Supply of Starch, Glucoses and Modified Starches. HM Stationery Office, price £0.45.)

Ulster report Topic integration of Queen's degree

Subjects in the Queen's University of Belfast pharmacy syllabus are to be bound closer together and integrated into teaching and research in such a way that the subject of pharmacy is not fragmented into different topics.

That was promised by Professor P. F. D'Arcy, the recently-appointed professor of pharmacy, at the Departments' prize-giving on October 19.

Professor D'Arcy said that within the next few years be proposed to introduce a systematic course of biochemistry into the syllabus, and also add some detailed anatomy and therapeutics. He considered these subjects essential for the further study of the mechanisms of drug action.

Already there had been introduced into the pharmacy course a systematic study of physi-

ology (as a basis of pharmacology) together with a detailed course of analytical chemical methods (as a basis for quality control).

At the prize-giving, students were guests of the president and Council of the Pharmaceutical Society of Northern Ireland. The president congratulated the successful students.

The following prizes were presented:

Pharmaceutical Society of Northern Ireland prizes: Medal for final year student, final year prize and prize for pharmaceutical chemistry, Mr J. A. King; prize for pharmacology, Mr J. B. Spence.

Associates' prizes: For distinction at level 1, Mr A. D. Woolfson; at level 2, Miss M. Henry.

Evans' Prize: Distinction in pharmaceuticals, Mr J. A. King.

ICI (Pharmaceuticals) Ltd: Prize for dispensing shared by Miss E. J. Allison and Miss A. M. Dickson.

Sales fall off in NI shops

Sales by chemists and photographic goods dealers in Northern Ireland during August were down by 2 per cent over the same month in 1970. The NI Ministry of Commerce reports that the sales index was 117 (1965=100).

For retailers as a whole there was a 4 per cent sales rise, but the Ministry says that price increases of 10 per cent meant that volume had fallen by 6 per cent compared with 1970.

COMPANY NEWS

Ilford group reorganised

To strengthen the photographic activities of CIBA-Geigy, which represent its main field of diversification requiring substantial further investment, the management of CIBA-Geigy have made changes in the organisation of the group.

The photographic business policy will be centred around Ilford Ltd. In order to co-ordinate the international photographic activities of CIBA-Geigy, which comprise the units of Ilford, CIBA-Geigy Photochemie AG at Fribourg, Lumière SA at Lyon, and the photographic interests of Greitag AG, Regensburg, the Ilford board will be reconstituted in the following way: Lord Harvey, chairman; Dr L. v. Planta, president; Dr A. J. O. Axford, executive deputy chairman; Messrs G. A. Jones and H. R. Hug, joint managing directors; Mr J. E. Duffy, Dr W. Lustenberger, Dr B. Messikommer, Mr A. A. S. Rae, Dr H. Schramek and Dr N. Tarköy.

BOC enters CO₂ market

British Oxygen Company Ltd are entering the carbon dioxide market.

Making the announcement last week, Mr Barry Beecroft, BOC's recently appointed CO₂ product manager said: "This may seem a surprising move in view of the fact that existing suppliers have recently commissioned new plants and have created a supply potential of approximately twice the UK demand of 300,000 tons a year."

"We in BOC are confident that we can gain a significant share of the cylinder CO₂ market because our existing customers for other gases have long sought CO₂ from us."

Nicholas International

The year 1970-71 was one of re-organisation and adjustment for Nicholas International Ltd following the merger with Aspro-Nicholas, Ltd, reports the chairman, Mr M. A. Nicholas.

It has also been marked by intensive development activity

in all major markets and a record number of new product introductions took place.

Mr Nicholas is confident that over the next five years there will be a steady improvement in results and commensurate gains in the existing rewards to shareholders.

For financial statement see C&D, October 9, p 499.

Exhibiting in Finland

Seven United Kingdom based pharmaceutical companies will be among many European firms represented at Finland's international medical exhibition, November 12-18.

Together with other British companies, they are already selling £1.7m in medicines annually to Finland's 5-million population.

UK firms participating are: Roussel Laboratories Ltd, Wellcome Foundation Ltd, Riker Laboratories, Glaxo Laboratories Ltd, Pharmax Ltd, Stayne Laboratories Ltd and Seton Group.

Smith & Nephew's US venture

Smith & Nephew Associated Companies Ltd, and National Patent Development Corporation, New York, have agreed to establish a US corporation to be owned jointly by Smith & Nephew and National Patent for marketing in the US certain as yet unspecified Smith & Nephew medical products.

As previously announced (C&D, September 25, p420), Smith & Nephew and Hydron Europe Inc, a subsidiary of National Patent, have also formed, subject to requisite governmental approval, a joint company with exclusive rights to manufacture and distribute Hydron "R" soft lenses in the UK and non-exclusive rights in Europe except for France.

Glaxo expands in Germany

Glaxo Pharmazeutike GmbH, West German subsidiary of Glaxo Group Ltd, has begun construction of a plant on a nine-acre site at Bad Oldesloe, near Hamburg. The new plant costing £800,000, is likely to be completed in September 1972. It will produce a range of "ethical" pharmaceuticals including Betnovate, Betnosol, and Ventolin. These products are already marketed in Western Germany by Glaxo which has been operating from its present Dusseldorf base.



Dr Charles Best (right) and Lady Henrietta Banting reminisce with Mr Eugene N. Beesley, board chairman of Eli Lilly and Co, during the banquet for participants in Lilly's 50th anniversary insulin symposium (see story this page)

Insulin's golden jubilee

Eighty scientists from 11 countries attended a fiftieth anniversary insulin symposium in Indianapolis, USA, October 18-20.

Eli Lilly & Co sponsored the event to commemorate the discovery of insulin in 1921 by University of Toronto scientists Frederick Banting and Charles Best.

Dr Best, as co-discoverer of insulin, delivered the opening address for the symposium on October 18. Lady Henrietta Banting, MD, whose late husband conceived the original experiment that confirmed the existence of insulin, also attended the event. Dorothy C. Hodgkin, PhD, winner of the 1964 Nobel Prize in chemistry, was among the symposium participants.

A total of 25 scientific papers were delivered during the three days, and the complete proceedings of the symposium will be published later.

In brief

Meto, a subsidiary of Dymo Group, have formed a marking systems division in the UK, which initially will concentrate on sales in grocery, pharmaceutical, hardware and gift outlets. The new division will operate from Pier Road, Feltham, Middlesex, alongside the existing Dymo manufacturing centre. Meto claim that a new pricing system they are introducing in the new year is a major advance on all current systems used in the UK.

Mr S. A. Amin, MPS, has acquired the pharmacy of Mr D. W. Farley, MPS, at 75 Stonecot Hill, Sutton, Surrey. Mr Farley will continue to supervise his other pharmacy at 702 London Road, North Cheam.

Mr A. J. Adams, Dunheved Road, Launceston, Cornwall, has retired and disposed of his business in Church Street, after almost half a century in the pharmaceutical profession. A private firm with a number of branches—his business has been taken over by Williams-Chemists (Cornwall) Ltd.

Richardson-Merrell Ltd have moved their research and development laboratories to 250 Bath Road, Slough, Bucks SL1 4DY (telephone: Slough 33533). Their trading title has now reverted to Vick International division, Richardson-Merrell Ltd.

Appointments

Roussel Laboratories have appointed Mr D. W. McMullan general sales manager, overseas. This is a new position carrying responsibility for the total overseas sales and marketing operation based on London. Mr A. P. Dickson replaces Mr McMullan as general sales manager, United Kingdom.

BDH Chemicals Ltd have appointed Dr A. C. Hutchison, MA, BSc, PhD, FRIC, their managing director at Poole, Dorset. He succeeds Mr H. G. Rolfe who retired on October 31.

John Wyeth & Brother Ltd have appointed Mr T. L. Jones their national sales manager and Mr E. W. Warner their national training manager.

Gillette Industries Ltd have appointed Mr Hugh Thomas southern regional manager of their sales force.

DDD Co Ltd have appointed Mr Nigel S. Halsby their marketing manager.

H. J. Heinz Co Ltd have appointed Mr John A. Connell their managing director.

Showrax takes very good care of your future with successful Eureka!

Thousands of retailers everywhere tell us that Eureka is Britain's best instore display system. They have proved it a winner.

To help you judge for yourself use the coupon and we'll put you on the road to success.

Just for the record Eureka is beautifully designed, ruggedly constructed from the best materials and finished in a choice of nine colours to delight the eye and individualize your display.

Installing the slot-together components is rapid and the complete system

provides you with the finest merchandising tools available—anywhere.

Tools for your particular trade. Everything to achieve maximum impact.

We have a countrywide planning service and expert Instore Consultants can advise you, without obligation, on the advantages of going Eureka!

And spin a little extra profit with Karu-Sell, the rotary display unit for winning sales.

Take a progressive step. Use the coupon, now. Enjoy success.

Eureka! INSTORE SYSTEM BY
showrax

Photograph by courtesy of St. Clair Sampson Ltd.



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Please send me details of successful Eureka ☐ Karu-Sell ☐

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Address _____

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CO/271

**Now! Even cassette photography
is free from camera-shake.**

Agfamatic

Instant Loading **The perfect up-to-the-minute cassette camera.**



£10.99

Recommended
retail price

Perfect picture sharpness

The red Sensor spot does away with camera-shake. Sensor – the release system for sharp pictures every time.

Perfect subject framing

An end to cut-off heads! The brightline viewfinder always shows exactly what you'll get in the film frame.

Perfect flash

For flash pictures without a battery – just insert a flashcube. Ready.

Perfect gift

An unusual gift that will never be forgotten. Agfamatic – the 'Sensor' camera that costs little more than an ordinary cassette model.



PEOPLE

Mr B. M. Measures, MPS, Crewe, Cheshire, has helped local retired professional and business men decide to form a Probus club by giving them a talk recently. Mr Measures is chairman of the community-service committee of the town's Rotary club, who are to back the Probus club. The aim of Probus clubs is to provide an interest for retired business and professional men.

Mr John D. Appleton, group pharmacist with the Leeds (St James's) University Hospital Hospital Management Committee left on October 18 for a six-week study project in the United States. The tour was arranged in co-operation with the Leeds Regional Hospital Board with a view to studying strip packaging of pharmaceuticals and unit dose dispensing at centres in the US.

Mr T. Gordon Yates, BSc, LLB, chairman and managing director of Elizabeth Arden Ltd, London, and executive vice-president of Elizabeth Arden Inc, USA, has retired after 42 years with the organisation. Mr Yates is to remain available as a consultant in the newly-aligned company.

Mrs Joyce Evelyn Tingate, group pharmacist with the Warrington hospitals, is one of 14 new Warrington magistrates appointed by the Duchy of Lancaster.

Deaths

Cowe: On October 31, Mr John William Cowe, MPS, 220 Middle Lane, Hornsey, London N8, aged 59. Mr Cowe qualified in 1934 from Gordons College, Aberdeen.

Jones: On October 22, Mr James Rees Jones, MPS, Grangebrook, Broomfield Park, Sunningdale, Berks. Mr Jones qualified in 1926.

NEWS IN BRIEF

□ A 20-minute film on "The problem of influenza" won Duphar Laboratories Ltd a British Life Assurance Trust award. The film, intended for the medical profession, deals with diagnosis and the means of preventing or minimising the risk of influenza.

□ In the report of Mr D. N. Sharpe's talk on voluntary trading groups at Leeds (*C&D* October 16, p 583), the table "Percentage sales by outlet" should have referred to "grocery" and "independent pharmacy." The figures reflect the ratio between the two types of outlet, the combined sales being taken as 100.

□ Sheffield Pharmaceutical Committee is sending to local doctors guidance rates on the new British National Formulary. Mr S. Durham, secretary, says that a similar operation for the 1968 edition kept phone calls to a minimum and saved both professional and patient time and temper.

□ "Focus on migraine" is the title of a pocket-size booklet recently published with migraine sufferers in mind. There is a section on medical treatment, self-help in an attack and one on finding the causes. Available from the Migraine Trust, 23 Queen Square, London WC1N 3AY, price £0.10.

□ The Government, Shropshire county council and Bridgnorth rural council will share the cost of providing free transport to enable people in the isolated village of Stottesdon to get to shops in neighbouring towns. Stottesdon has no pharmacy. If successful the scheme will be extended to other villages.

□ The headquarters of Jeyes UK Ltd, at Thetford, Norfolk, was visited recently by this year's Smith & Nephew fellows, outstanding doctors from Commonwealth countries who have been selected to spend a year in England doing postgraduate study and research.

□ The Department of Trade and Industry is considering an application for the imposition of anti-dumping duties on urea imported from Austria, Belgium, Federal Republic of Germany, Netherlands, Poland or Portugal.

□ The address of the South London office of the Export Credits Guarantee Department is now First Floor, Lancaster House, 70 Newington Causeway, London SE1 6EG.

□ A US Food and Drug Administration committee has found "no acceptable evidence of therapeutic effect to justify clinical trials" of laetrile (amygdalin) as a cancer remedy. The drug has been widely promoted for this purpose in the USA and other countries.

□ Two new employer members of the Distributive Industry Training Board have been appointed. They are Mr W. Hutchison and Mr W. K. Hinton.

Topical reflections

By Xrayser

Drug sampling

It must be an extremely difficult task to continue to produce "sensations" on certain programmes on television, in which the making of bricks with little straw must subject those responsible to considerable stress. In such a continuous performance, one must not be surprised if the pharmacist and the physicians top the bill on occasion, though I have wondered where and how the people with the dramatic disclosures are discovered.

The most recent example, concerning drug samples, coupled with anonymous accusations of plain dishonesty, will in a day or two be forgotten in the still more recent sensational reports of the delinquency of house agents, motor car dealers and those who repair the electrical apparatus which brings such information to our firesides.

The hair-raising experiences of one of those interviewed, who had had his bag emptied on the table while five or six doctors took what they wanted in the way of samples must have been productive of a highly interesting report on the outcome of his interview. But the whole question of drug sampling deserves close examination. What is the purpose of it? The small packs of perhaps six tablets are of no value in any kind of clinical trial. It may be hoped that the doctor will, in emergency, leave the little packet for immediate treatment, and at the same time leave a prescription for a much larger quantity to be obtained the following day. More often the sample joins a large number of others in a drawer which eventually has to be cleared. They are, in my experience, frequently taken to the pharmacist, who is equally embarrassed by their profusion and utter uselessness, and the sink takes on the appearance of an artist's palette.

The ethics

But what of the ethics of using a drug sample in pharmaceutical practice? Only today I returned to a representative a small bottle of a preparation recently date-expired, and he left the equivalent value in a medical sample. Is that a particularly heinous crime?

Another representative recently left two or three small packs of a new preparation he had been "detailing" in that locality that morning. The physicians, he assured me, had all expressed interest, and if the drug was prescribed that morning I should be in a position to meet the immediate demand with one day's supply, leaving time to procure the balance. Was there anything unethical about that, particularly as three wholesale houses had not yet taken the preparation into stock? But sampling does not seem to be a clinical necessity, though it may be a commercial one.

And soaring

We must not get them confused. Sir Joseph Porter—not Sir Keith Joseph—said that it was one of the happiest characteristics of this glorious country that official utterances were invariably regarded as unanswerable. The other Joseph, Sir Keith, replying to a question by Mr L. Pavitt as to whether the Government would have power in the EEC to prevent ratification of directives affecting the professions said: "It is only directives agreed before the cut-off date that cannot be influenced by us. I am told that it is highly unlikely that this will happen and, therefore, we shall be consulted before the directives are agreed."

I shall require notice of that answer, but I am delighted to know that we shall expect to join in the "upward harmonisation".

NEW PRODUCTS AND PACKS

Diagnostics

Accurate home pregnancy test

A new home pregnancy testing kit is being made available for sale to women through pharmacies only.

Called Predictor, the test is based on the immuno-chemical demonstration of human chorionic gonadotrophin by means of a haemagglutination-inhibition reaction. The ratio of ingredients has been selected in such a way that the test gives a positive reading at 1,500 HCG units per litre of urine. When this quantity is found on the ninth day after the missed period it may be considered indicative of pregnancy.

Predictor is claimed to give 99 per cent accuracy, matching that of the best laboratory tests. It has been confirmed by research to be simple to do and to interpret (see also p 690). Predictor encourages women to seek proper medical advice if pregnancy exists or if amenorrhoea persists.

Retail price is £1.75 and launch terms are available from wholesalers (Chefaro Proprietaries Ltd, Crown House, London Road, Morden, Surrey).

Sundries

Wigmaking 'breakthrough'

Deltress are claiming a "technological breakthrough in wigmaking" with their new Floaters.

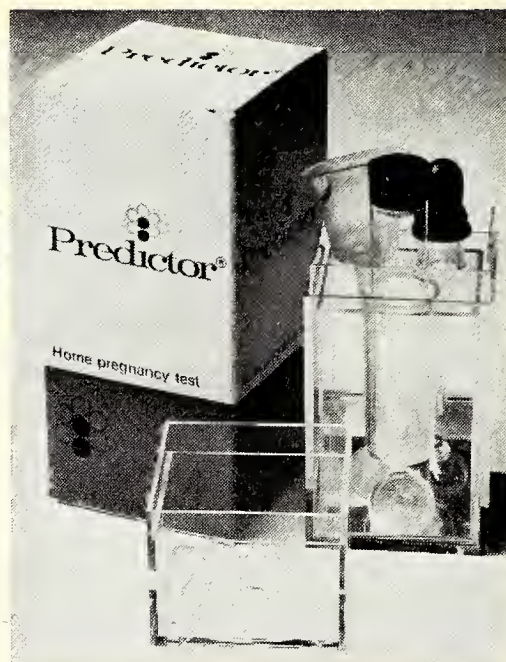
The distinguishing feature of Floaters is their construction on strips of lace making them light and cool—and even allowing the wearer to "scratch their own hair right through the wig."

The method of manufacture allows the hair to be brushed in any direction and therefore improve the natural look of the hair. The hair is constructed of Dynel, a modacrylic fibre (Deltress of London Ltd, Portland House, Ryland Road, London NWS).

Household

Rat killer

Previously available only to local authorities and pest control contractors, Biotrol, a new ready-to-use rodenticide, is now available for retail sale.



Rentokil Biotrol "all weather" bait is said to remain attractive to rats and does not go mouldy when exposed for long periods. It contains an anti-coagulant, warfarin, plus a powerful mould inhibitor and a germination inhibitor to ensure the whole wheat grains, that are impregnated with the special formulation, remain effective for long periods. It is dyed blue for easy recognition and has been cleared by the Pesticides Safety Precautions Scheme. Biotrol is packed in 200g sachets (£0.30) (Rentokil Laboratories Ltd, Felcourt, East Grinstead, Sussex).

Cosmetics and toiletries

Factor's Precious Duos

Max Factor have introduced Precious Duos (£0.44), a collection of four compacts containing two new pressed powder eye shadows in complementary shades which can be used alone or together for highlights and contours.

Precious Duos are presented in tortoise-shell compacts with a transparent lid decorated in gold. Colour combinations are: Precious Duo 1, Pink Quartz and True Turquoise; Precious Duo 2, Deep Sapphire and Pale Topaz; Precious Duo 3, Pale Topaz and Bronze Amber; Precious Duo 4, Smokey Jade and Bronze Amber (Max Factor Ltd, 16 Old Bond Street, London W1X 4BP).

PRESCRIPTION SPECIALITIES

OSPENEFF 125 tablets

Manufacturer Sandoz Products Ltd, 41 Upper Grosvenor Street, London W1X 0AL

Description Mottled brown/orange effervescent tablets each containing phenoxymethyl penicillin 125mg as the potassium salt

Indications Infections due to penicillin sensitive organisms

Dosage Children (1-12 years): 125-250mg, adults: 250mg (or more) four times a day. The tablets must be dissolved in 60ml of water and may be taken as a sparkling drink, or allowed to stand for not more than 15 minutes and taken as a "still" drink

Storage In a dry place below 25°C, but not in a refrigerator. As tablets are hygroscopic, should be dispensed in original container if possible

Packs Tube of 20 (£0.40 trade), box of 100 (5 x 20) (£2.00)

Supply restrictions TSA

Issued November 10, 1971

TAVEGIL tablets

Manufacturer Sandoz Products Ltd, 41 Upper Grosvenor Street, London W1X 0AL

Description Yellow tablets each containing clemastine hydrogen fumarate 1.34mg equivalent to 1mg clemastine base

Indications Allergic rhinitis, allergic dermatoses, urticaria, angioneurotic oedema and drug allergy

Dosage Adults: One tablet night and morning. May be increased to six tablets daily if necessary. Children (up to 12 years): half to one tablet night and morning

Notes Tavegil is a long-acting antihistamine which is claimed to have negligible sedative effects

Side effects Occasional mild effects have been reported, such as dizziness, fatigue and dry mouth. Drowsiness is rare

Packs Bottle of 50 (£0.80 trade + PT), 500 (£7.70 + PT)

Supply restrictions P1, S7

Issued November 10, 1971

TETRABID capsules

Manufacturer Organon Laboratories Ltd, Crown House, London Road, Morden, Surrey

Description Purple and yellow sustained release capsules each containing tetracycline hydrochloride 250mg

Indications Infections caused by organisms sensitive to tetracycline

Contraindications Hypersensitivity to tetracycline. Should only be administered during pregnancy when specifically indicated by bacterial sensitivity tests

Dosage Two 250mg capsules initially followed by one capsule every twelve hours. May be increased for more severe infections. Therapy should continue for 2-3 days after achievement of the desired clinical response, and for at least 2 months in acne vulgaris. Capsules should preferably be taken with a drink of water one hour before or two hours after meals

Notes Concurrent administration of milk or antacids should be avoided

Side effects Those of tetracycline. Formulation is designed to minimise gastro-intestinal tract disturbances

Storage Below 30°C in dry conditions

Packs "Securitainers" of 100 (£3.38 trade) and 500 (£16.67)

Supply restrictions TSA

Issued November 1971

these are yours ~Free



**with every
display outer
of 36 Selsun
sachets
you buy
during
November**



At retail price that means an extra 42p in your pocket, which can't be bad. For a long time now the trade have been asking for Selsun in sachets.

Here it is, and with it your chance to cash in. Remember - Selsun is still a chemist-only line.

**Fill in and return the coupon
now for your bonus. ►**

To Abbott Laboratories Ltd., Queenborough, Kent.

Please send me: display outers of 36 sachets
@ £1.82 (inc. P.T.)
plus 6 FREE sachets for each unit of 36 ordered.

This bonus offer may be combined with orders for other Abbott products for an EXTRA 5% discount (minimum total order £25)

Please state if you wish this order to be invoiced direct to you or through a nominated wholesaler. In either case the bonus stock will be sent from Queenborough.

Delivery Address

* Invoice me direct/* Invoice through the following wholesaler's address.

*delete as required.

This offer expires 3rd December 1971

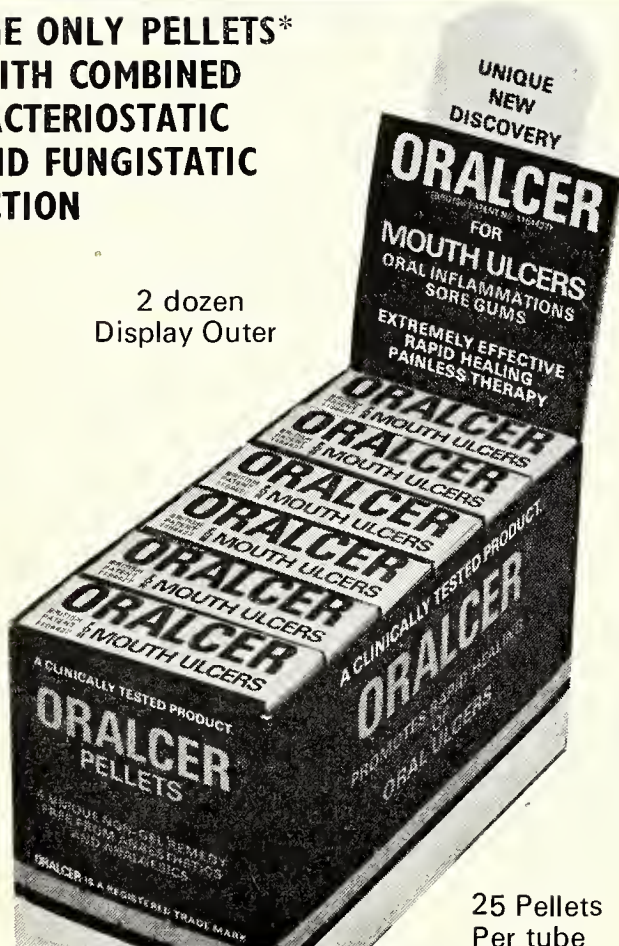


ORALCER

THE SLOW RELEASE PELLETS
FOR MOUTH ULCERS

THE ONLY PELLETS*
WITH COMBINED
BACTERIOSTATIC
AND FUNGISTATIC
ACTION

2 dozen
Display Outer



25 Pellets
Per tube

Prior to the introduction of ORALCER it was generally recognised that no available treatment was wholly effective for mouth ulceration: Still one of the ailments about which sufferers ask for their Pharmacists' advice.

IN ORALCER®

You finally have a genuinely effective and a rapid healing professional therapy which can only strengthen your customer's confidence in your advice.

Retail Price 20p	Trade Price 15p (£1.80 doz)	BONUS OFFER of 4 tubes per 2 doz display outer (offer expires 30th Nov.)
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® Oralcer is a registered Trade Mark.
*British Patent No. 1154427

ANTIBIOTICS & VITAMINS LTD.
43 Worship Street, London, E.C.2.



**SUPPLIES
FROM YOUR
WHOLESALE**

ZUBES

CONVENIENT
ONE-SIZE
VACUUM SEALED
TINS

PROMOTIONAL
DISCOUNT
AVAILABLE

ATTRACTIVE
COUNTER
DISPLAY
AVAILABLE

OTHER POPULAR FAMILY LINES

FAM-LAX
Family Laxative

LAXATIVE

ROBERTS' CROUPLINE
COUGH SYRUP

ROBERTS' CROUPLINE — pleasant to take. Two sizes, packed in one dozen cartons.

FAM-LAX — for all the family. A pleasant easy to take laxative supplied in packs, 12 large or 24 small (tubes).

ROBERTS' CROUPLINE LIMITED

BURNDEN WORKS, CROFT LANE, BOLTON, LANCs. TEL: BOLTON 32631.

TRADE NEWS

Demand for Polaroid

Polaroid UK Ltd, Rosanne House, Welwyn Garden City, Herts, report that even before the close of their Christmas marketing programme special gift packs Colour Pack 80 and Swinger 2 have totally sold out.

Polaroid are therefore making two alternative offers: Instead of the Swinger 2 they are selling the normal Swinger 2 camera outfit (exactly the same except for a Christmas gift carton) at the same price £8.91.

No alternative gift pack is available for Colour Pack 80, therefore the cameras are each offered with a free pack of black and white film.

New suppository machine

Dott. Bonapace & Co Milan, following the success of the introduction of their BP9/6 suppositories form, fill and seal machine, (C&D October 2, p 472) have now introduced model BP12/13, which they say is capable of producing 12,000 suppositories per hour with one operator.

UK agents are W. T. Hart & Sons (London) Ltd, 212 Putney Bridge Road, London, SW15.

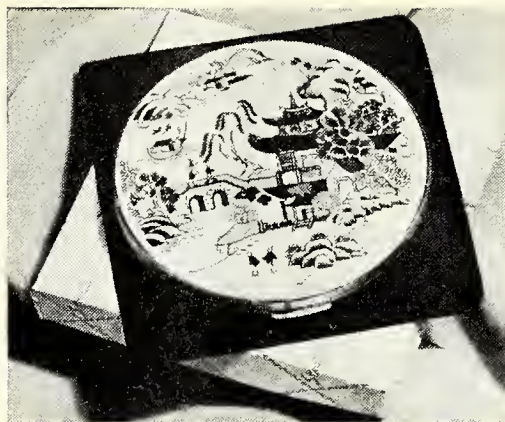
Economy-size Protei-set

Nutress Laboratories have introduced an economy size of Living Hair Protei-set.

As an introductory offer, the retail price remains at £0.38 even though the new pack contains 75 per cent more than the standard pack. The new Protei-set bottle therefore contains sufficient setting lotion for up to 32 sets for the price of 18. Available from Jackel & Co Ltd, Kitty Brewster Estate, Blyth, Northumberland.

Kodak service charges

Kodak Ltd, Swallowdale Lane, Hemel Hempstead, Herts, have increased their scale of charges for equipment serviced



Laughton and Sons Ltd, Wanstock Road, Birmingham, have introduced this willow pattern design to their range of Stratton compacts

on customers' premises. The increase will be no more than 5 per cent, although this only partly offsets the additional costs of operation during 1971.

Distribution unchanged

Syntex Pharmaceuticals Ltd, St Ives House, St Ives Road, Maidenhead, Berks, have asked us to point out that although a new distributing agent has been appointed for the Republic of Ireland (C&D October 23, p 611) Metosyn and Synalar, products of the parent Syntex Corporation, will continue to be marketed and distributed in the Republic by ICI (Ireland) Ltd.

Now coded

Searle & Co Ltd, Lane End Road, High Wycombe, Bucks, have coded Pro-Banthine and Pro-Banthine with phenobarbitone tablets.

Pro-Banthine tablets are now stamped "Searle" on one side and the code number "601" on the reverse. Pro-Banthine with phenobarbitone tablets are stamped "Searle" on one side and the code number "631" on the reverse.

Normax in hard capsules

Bencard, Great West Road, Brentford, Middlesex, state that the soft gelatine capsule presentation of Normax is being replaced by a hard gelatine capsule. "Normax" will be printed on the new capsules for easier identification; there is no change in formulation and no need to return existing stock.

At the same time the final stage of converting the original Normax packs to printed canisters will take place with the conversion of the 250 pack size.

Robinson's new plaster discounts

Robinson & Sons Ltd, Chesterfield, Derbyshire, manufacturers of Paddi Pads, Nikini and Mene towels, state that their range of plasters selling under the brand names Taylors, Flexoplast and Crown no longer has its own quantity discount structure. In the new scheme, the quantity discount on feminine hygiene and Paddi orders will apply also to all plasters included on that order.

Weldopa becomes Veldopa

Smith & Nephew Pharmaceuticals Ltd, Welwyn Garden City, Herts, state that the product name Weldopa used as a trade name for their brand of levodopa, is to be changed to Veldopa. There will be no change in the tablets themselves so

that pharmacists will be able to dispense from either tins against prescriptions for the former or the new name.

Bonus offers

Approved Prescription Services Ltd, PO Box 15, Whitcliffe Road, Cleckheaton, Yorks. APS vitamin tablets. 48 invoiced as 36 (offer until January 31, 1972).

Concept Pharmaceuticals (International) Ltd, Russell House, High Street, Rickmansworth WD3 1EZ. Minalka 10 cartons invoiced as 9, 15 invoiced as 13, 20 invoiced as 17 (until January 31, 1972).

Sancell Ltd, Sancell House, Harpenden, Herts. Sancell sanitary towels. Free display unit of ten packs with orders for four display units, until December 4.

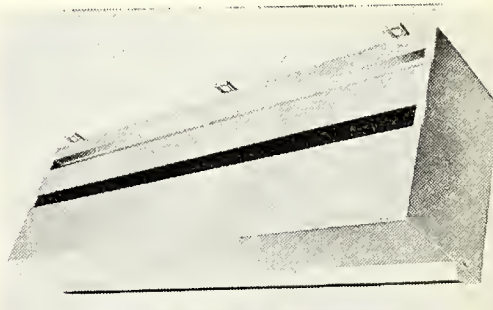
Equipment



Decimo manual adders

Decimo have now introduced two new features, credit balance and non-add key, on its range of hand-operated adding machines.

The Decimo 10½ (£44.75), incorporates a halfpenny key and comes with carrying case. It will add, subtract, sub-total and total and print negative figures in red. It adds figures up to the millions and prints the demical point and all zeros automatically. It also has a repeat addition and subtraction key (Decimo Ltd, 95 Grays Inn Road, London WC1X 8TX).



The commercial super Weathershield, a new air curtain heater unit, suitable for shop doorways or industrial space heating, produced by Aircomfort Products Ltd, Waltham Abbey, Essex. It is double-door width and styled in a stove-enamelled casing



PROMOTIONS

Market of 2 millions for home pregnancy test

National consumer advertising for Predictor, the pregnancy testing kit (see p 686), breaks at the end of November in all the main women's magazines, and will be continued in the new year.

There will also be point-of-sale support in the form of a consumer leaflet and window and counter stickers.

The manufacturers, Chefaro Proprietaries Ltd, estimate that the likely "active" market for women who risk pregnancy or incur "lateness" is around at least 2 million in any one year.

From their research it seems likely that a substantial majority of women would be interested in using a home pregnancy test. The main points which emerged from the research were:

□ 62 per cent of an interviewed sample of 550 women (balanced for age, region, class and married status) agreed that a home pregnancy test would be an excellent method of checking up before going to the doctor.

□ 67 per cent of another sample of women who tried the product said that they would be very likely or fairly likely to buy one at the proposed retail price of £1.75.

□ After seeing the product and studying some advertising for it, a number of married women whose initial attitude was unfavourable admitted that the product could potentially help them for the following reasons: to check up in case of false alarms, especially for those women who did not wish to bother their doctor continually; for forward planning (hous-

Imperiale, Shalimar, Chamade and Chant D'Aromes were among the House of Guerlain fragrances placed in the pavilions of the Shah and Shahbanou of Persia, and those of the royal families and heads of state who attended the recent celebrations in Persepolis to mark the 2,500th anniversary of the Persian Empire. Shown here are two of the Imperiale flacons, especially hand-engraved for Persepolis with the Iranian Government Seal



Some of the men behind NPU Marketing's latest sales drive for Trim Tabs. Left to right, they are John Watt (UK agent, Kingsted Pharmaceuticals), Roy Bell (NPUM), Martin Edwards (NPUM), Paul Smith (managing director, Kingsted Pharmaceuticals Pty Ltd), Brian Daltrey (marketing manager, NPUM), J. Wright (managing director, NPUM), Eric Davies (NPUM), D. L. Barnes (sales manager, NPUM), Trevor North (products manager, NPUM)

ing, jobs, holidays, etc); for menopausal problems and "scares".

Thus, while the market potential among single girls is clear, it also seemed likely that it would be possible to create a demand among married women (Chefaro Proprietaries Ltd, Crown House, London Road, Morden, Surrey).

Vosene offer a new hobby

Users of Vosene medicated shampoo—especially children—are given a strong start in a new hobby by the latest Beecham Products promotion.

The hobby is banknote collecting—Notaphily. Three sets of authentic (but obsolete) foreign currency notes, are available to the consumer in transparent wallets. The sets, China, Europe and Far East, each contain five colourful notes and are sent free of charge to Vosene users redeeming two coupons from the large or three from the standard size.

Full redemption instructions are set out in detail on the back of the newly-designed exterior packs.

The special packs are now being distributed, and the offer will continue into 1972. It is backed by point-of-sale material including double dump-bin spectaculars, dump-bin converter cards and two sizes of headboards (Beecham Products UK, Beecham House, Great West Road, Brentford, Middlesex).

Lubin opalines

A few years ago, Lubin bought back into fashion the tradition of the opaline bottle by presenting the *eau de toilette Nuit de Longchamp* in this curio, decorated with a blue *toile de Jouy* pattern.

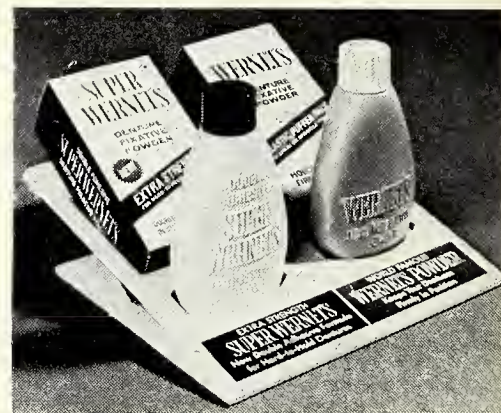
For this Christmas a special offer of the 2oz size of the *Nuit* opaline bottle is being distributed to retail at the special price of £1.75. Another Lubin fragrance, *Gin Fizz*, is also available in an Opaline presentation; green and gold fleur-de-lis pattern evoking the Napoleon Bonaparte campaign in Egypt (UK distributors: J. L. Perl Ltd, 8 Esterbrooke Street, London SW1).

Consumer offers

□ "A post Christmas present" from Helena Rubinstein, for sale January 1, 1972, is provided by a series of "go-together" offers. With beauty overnight

cream is a free deep cleanser (value £0.90); with skin dew emulsion is a free silk fashion make-up stick (value £1.45); with Nudit for the face is a free Nudit for the legs (value £0.82) and with Apple Blossom hand lotion in large plastic bottle is a free Apple Blossom dusting powder spray (value £0.75) (Helena Rubinstein Ltd, 31 Davies Street, London W1Y 1FN).

New display aid for the regular Wernet's powder and the new all-synthetic extra strength powder, Super Wernet's. Especially designed to fit compactly on to any counter, the unit takes minimal space yet features both products prominently (Stafford-Miller Ltd, 166 Great North Road, Hatfield, Herts)



ON TV NEXT WEEK

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

Askit powders: Sc, G

Buttercup syrup: Lc

Famel cough syrup: All areas

Lucozade: All except Lc, G, CI, E

Phensic: All except Lc, CI, E

Philips Ladyshave: Ln, M, Lc, Y, Sc, WW, So, NE, A, G

Protein 21 shampoo: All areas

Signal toothpaste: All except E

Silvikrin hairspray: All except G, CI, E

SR toothpaste: All except E

Sunsilk hairspray: All except E

Sunsilk shampoo: All except E

Tegrin shampoo: All except E

Twice as Lasting: Ln, M, Lc, So

PHILIPS



Headline news from Philips.



Philips have added a new Hood Hair Drier to the range.

We asked a lot of women how they thought we could improve our existing Hair Drier range and the new HP4619 "Comfort Special" is the result of our findings.

We found they liked the luxury of a free-standing model, with retractable visor for easy access, and extra deep hood. We also found they wanted complete heat control at their finger tips.

So we've given the De Luxe model a remote control heat selector and on/off switch. It's much more comfortable, more luxurious. And only £9.35.

The De Luxe "Comfort Special" is just another way we've improved our range so that you can increase sales. Other top-selling Philips 'hair' lines include the Hand Drier with adjustable nozzle for wide or narrow airstream (£5.29), and the top selling HP 4618 "Comfort" Hood Hair Drier, really good value at £7.55. (Stand £2.90 extra.)

We want you to have the best.

Philips Beauty Care.

Recommended prices.

PHILIPS

Strictly for the birds.

The new Ladyshave T.V. commercial and Christmas Gift National Press campaign will break next month. We've put more advertising weight and money behind it than ever before.

Ladyshaves are the gentlest, most feminine way to stay smooth. And because they're part of a woman's every-day routine, they've always made very popular gifts.

Make full use of the advertising by getting in a stock of the whole range, prices from £3.80 to £12.11. And be ready to supply the demand.

Ladyshave. Made for ladies with men in mind.

We want you to have the best.
Philips Beauty Care.

Recommended prices.



CHEMIST & DRUGGIST

Price service

AMENDMENT TO SEPTEMBER QUARTERLY PRICE LIST

de prices are given per unit unless
erwise stated. Bold upright figures
14) in the retail column indicate the
ce is subject to resale price
aintenance. Italic figures (0.14) is
nufacturer's recommended price.
ht upright figures (0.14) is a
gested guide.

Price advanced. *r* = Price reduced.
New entry. *d* = Delete.
Correction. *i* = Insert.

	Trade £.p	Tax £.p	Retail £.p
DEBUT (366 Dendron)			
F 600			
tube 112 ml	5.5061dz	2.3538dz	0.85
AMATIC (16 AGL)			
nera			
100 Sensor outfit with case			12.50
without case			10.99
ck (671 Jeyes) existing entry			<i>d</i>
WICK (671 Jeyes)			<i>i</i>
rosols, alpine, lilac			
time, springtime			
283 g	1.90dz	..	0.18½
ttles wick	2.28dz	..	0.22½
refill	1.90dz	..	0.19
id	2.36dz	..	0.25
DDIN (23 ALAD)			
Ambassador	16 oz	..	0.61
	32 oz	..	0.97
Concorde	16 oz	..	0.58
	32 oz	..	0.94
Continental	8 oz	..	0.51
	16 oz	..	0.54
	23 oz	..	0.83
	32 oz	..	0.90
Escort	16 oz	..	0.54
	32 oz	..	0.87
food flask	16 oz	..	0.76
	32 oz	..	0.97
super	16 oz	..	0.97
	32 oz	..	1.18
jug	32 oz	..	2.21
vacuum flasks			
23 oz	..	..	0.88
ills			
Continental	8 oz	..	0.30
Concorde, Continental,			
Ambassador, Escort and			
Dura-Clad	16 oz	..	0.33
	32 oz	..	0.52
Concorde and Continental			
23 oz	..	..	0.50
food flask	..	..	0.55
food flask or jug	32 oz	..	0.65
food flask super			
16 oz	..	..	0.57
	32 oz	..	0.68
ERTO CULVER (24 ACC)			
et Set hair spray			
natural hold	303 g	2.78dz	1.25dz 0.43
super hold	303 g	2.78dz	1.25dz 0.43
for greasy hair	303 g	2.78dz	1.25dz 0.43
MI (105 BTD)			
itting lotion	..	1.36dz	0.615dz 0.20

	Trade £.p	Tax £.p	Retail £.p
AMIN-EX (760 Liga)			
low protein biscuits	1.53dz	..	0.17
AMYLOMET (180 BEP)			
tablets 30 mg	100	0.20	†s1s4A
	250	0.40	†s1s4A
	1000	1.37	†s1s4A
100 mg	100	0.39	†s1s4A
	250	0.85	†s1s4A
	1000	2.96	†s1s4A
ANAPAX (848 Minnesota)			
cold and flu mixture	..	..	<i>d</i>
ANAXERYL (115 Bengue)			
ointment 40 g	0.18	0.055	0.29½
ANDRE PHILIPPE (48 AP)			
bath essence	9	3.00dz	1.35dz 0.49
soap guest ovals (6)	31	2.50dz	0.75dz 0.36
ANESTAN (325 C-A)			
tablets	64	4.05dz	.. 0.45 †
	184	10.35dz	.. 1.15 †
packs of 60 and 180	..	..	<i>d</i>
ASPRO (893 Nicholas)			
junior tablets	24	0.775dz	0.23dz 0.10
BARITOP 100 (289 Concept)			
contrast medium 300 ml	0.52		
BAYCARON (452 FBA)			
tablets 25 mg	50	1.24	1.86
	150	3.52	5.28
BAYOLIN (452 FBA)			
ointment 35 g	..	0.18	0.32
BEAUTY PUFFS (786 Macdonald)			
coloured rayon balls	3.00dz	..	0.37½
BIRKIN (1201 Supervite)			
hair tonic with oil	110 cc	0.30	0.60
	220 cc	0.45	0.90
without oil	110 cc	0.30	0.60
	220 cc	0.45	0.60
BRADOSOL (262 CIBA)			
lozenges 0.5 mg	20	1.20dz	.. 0.15
BUTACOTE (501 Geigy)			
tablets	100	1.06	†s4B
	500	4.92	†s4B
BUTOMET (180 BEP)			
tablets 100 mg	50	0.25	†s1s4A
	100	0.44	†s1s4A
	250	0.91	†s1s4A
	1000	3.20	†s1s4A
Californian Poppy (76 Atkinson)			<i>d</i>
CALIFORNIAN POPPY (1102 Sanitas)			<i>i</i>
CARTERS (232 Carters)			
all-in-one canned brew	6.25dz	..	0.75
herb care shampoo			
sachet	1.90	0.57	0.07
	(50)	(50)	
rosemary shampoo	..	1.35	0.405 0.05
	(50)	(50)	
vitamin C health drink	..	0.44	.. 0.65
CHRISTYS (261 Christy)			
moisturising cream	jar	2.15dz	0.97dz 0.35
COMET (810 Maws)			
haircutter	..	0.305	0.09 0.63
Regal	..	0.46	0.14 0.87½
blades	..	1.46	0.44 0.15
	(20pkts)	(20pkts)	
Corimist (1111 Corionel) existing entry			<i>d</i>
CORIMIST (1111 Corionel)			<i>i</i>
conditioner	sachet	1.30	0.585 0.07
	(3 dz)	(3 dz)	
	bottle	2.08dz	0.935dz 0.34
conditioning hair set	..	0.74dz	0.335dz 0.12
hair spray	3 oz	2.13dz	0.96dz 0.35
	8 oz	3.34dz	1.505dz 0.55
	12 oz	4.80dz	2.16dz 0.79
quick set	..	3.22dz	1.45dz 0.53
shampoo	sachet	1.22	0.365 0.06
	tube	1.64dz	0.49dz 0.24
	(3 dz)	(3 dz)	
spray tonic	..	3.28dz	1.475dz 0.54

'Contac 400'
for 12 months
continuous profit!



	Trade £.p	Tax £.p	Retail £.p
CORNEX (534 GT)			
7 ml	0.07½	0.02	0.14
COVEXIN 8 (208 BW)			
vaccine (vet.)	50 ml	..	1.05
	100 ml	..	1.95
	250 ml	..	4.10
syringe pack	..	..	0.50
box of 6 needles	..	..	1.50
CUPAL (333 Cupal)			
bismuthated magnesium			
ovals tins	2 oz	1.10dz	0.18dz 0.15
ginger flavour,			
Friar Tuck	3 oz	0.80dz	0.22dz 0.11½
CUTEX (256 CPL)			
Blinkers	..	2.53dz	1.24dz 0.45
CUTICURA (1491 Cuticura)			
hand cream	tube	3.08	1.35 0.15
	(40)	(40)	
CYLOMET (180 BEP)			
tablets 200 mg	50	0.32	†s1s4A
	100	0.57	†s1s4A
	250	1.28	†s1s4A
	1000	4.74	†s1s4A
DENTU-CREME (1178 Stafford)			
standard	1.06dz	0.32dz	0.15
large	1.47dz	0.44dz	0.21
DOSULFIN (501 Geigy)			<i>d</i>
DURHAM DUPLEX (1526 DDR)			
safety razor, folding	100	4.72dz	1.42dz 0.71
kit	100 c	7.72dz	2.32dz 1.16
	101	5.36dz	1.61dz 0.81
safety razor "T" shape	300	4.47dz	1.54dz 0.69
home hair trimmer	700	2.99dz	0.90dz 0.45
with blades	..	4.07dz	1.22dz 0.61
razor blades			
stainless	(5)	1.69	0.51 0.15
	(10 pkts)	(10 pkts)	
hollow ground	..	1.79	0.54 0.16
	(20 pkts)	(20 pkts)	
blades for trimmer	..	1.79	0.54 0.16
	(20 pkts)	(20 pkts)	
stropping kit	90	4.29dz	1.29dz 0.65
stropping attachment	80	0.86dz	1.12dz 0.13
swinging strop	70	2.41dz	0.72dz 0.36
DUVADILAN (1539 Duphar)			
ampoules 10 mg 2 ml 6	0.55	..	..
packs of 5	..	..	<i>d</i>
EMLAB (848 Minnesota)			
brewers yeast tablets	50	1.23dz	.. 0.14½
	100	1.87dz	.. 0.22½
	250	3.10dz	.. 0.37½
iron & brewers yeast tablets			
50	1.23dz	..	0.14½
100	1.87dz	..	0.22½
250	3.10dz	..	0.37½
EQUAGESIC (1352 Wyeth)			
tablets	packs of 10	..	..
ESTEE LAUDER (425 ELC)			
Estee bath oil	½ oz	..	5.00
	1 oz	..	8.50
body cream	..	..	5.00
superpursue spray	..	..	2.25
wake-up mask	..	..	2.10
FRESH-SOX (848 Minnesota)			
deodorising insocks	..	2.55dz	0.287dz 0.35
GADE (621 Howden)			
entire entry			<i>d</i>
GAVISCON (1037 Reckitt)			
tablets	20	0.333	..
GOKO (1565 P. Plus)			
minivision	..	..	1.8.90
HILTONE (105 BTD)			
creamy	..	3.06dz	1.38dz 0.45
HOSTACAIN (614 Hoechst)			
with noradrenaline			
cartridges	1.8 ml	0.92	.. †s4B
HOSTACAIN SPECIAL (614 Hoechst)			
cartridges	1.8 ml	0.92	.. †s4B

the most versatile digitalis glycoside

LANOXIN* DIGOXIN

TABLETS • SOLUTION • INJECTION • PAEDIATRIC ELIXIR

BURROUGHS WELLCOME & CO. (The Wellcome Foundation Ltd.) DARTFORD, KENT.

*Trade Mark



	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
HUDNUT (631 Hudnut)				SUPREME (752 Lenton)				TRIMSTER (1542 Trimster)			
Fashion style small	2.48dz	1.115dz	0.39	elastic hosiery				baby products	2.30dz	..	0.27½
large	3.75dz	1.69dz	0.59	one-way stretch				bibs plastic	..	..	0.16
Light and Bright	2.035dz	0.915dz	0.32	fashioned knee and ankle				face flannel	1.44dz	..	0.18
Roll Quick small	1.205dz	0.54dz	0.19	above knee pr	1.65	..	2.48	pants covered	..	..
large	2.225dz	1.00dz	0.35	anklets pr	0.75	..	1.12				
INNOXA (654 Innox)				below knee pr	1.13	..	1.70				
protein conditioning cream	..	..	0.87	kneecaps pr	0.75	..	1.12				
INTRACEL (848 Minnesota)				seamless fine thread				TRIO-KIT (1154 SNP)			
cream	..	..	d	anklets pr	0.80	..	1.20	contact lens kit			
ISO-PAK (16 AGL)				below knee pr	1.30	..	1.95	standard TK3	1.20	0.19	1.79
camera IC	..	..	4.63½	knee caps pr	0.80	..	1.20	de luxe TK4	2.25	0.56	3.56
JACQUELLE (1412 Jackel)				seamless stout thread				ULTRAPEN (969 Pfizer)			
Deep cleansing milk	0.09	0.04	0.18	above knee pr	2.05	..	3.08	syrup 60 ml	..	..	d
foam bath	0.10	0.03	0.18	anklets pr	0.80	..	1.20	URISPAS (1584 Syntex)			
lemon hand cream	0.09	0.04	0.18	below knee pr	1.30	..	1.95	tablets 1000	23.95	..	†s4B
shampoo	0.10	0.03	0.18	kneecaps pr	0.80	..	1.20	VIROL (152 Bovril)			
KOMPO (1329 White)				two-way stretch				250 g	1.84dz		
liquid 4 oz	1.30dz	0.39dz	0.19	cotton				500 g	3.08dz		
LIGA (760 Liga)				above knee pr	2.25	..	3.38	WELLCOME (208 BW)			
3 way food	0.87dz	..	0.09	anklets pr	1.20	..	1.80	peptide hydrochloride			
gluten free biscuits	1.15dz	..	0.15	below knee pr	1.85	..	2.78	injection 50 mg/ml	..	..	d
LISIUM (201 Brunton)				knee caps pr	1.20	..	1.80	pack of 100	..	..	d
vaginal spray	..	0.07½	0.30	thigh pr	2.33	..	3.50	tablets 50 mg	..	..	d
LOREL (761 Lilia-White)				nylon plated				pack of 500	..	..	d
cotton wool 300 g	1.729dz	..	0.17½	above knee leggings	pr	2.25	3.38	WOODWARDS (1346 Woodward)			
LOTES (534 GT)				above knee stockings	pr	2.25	3.38	baby cream 220 gm	2.52dz	..	0.28
skin cream	56 ml	0.07½	0.02	anklets pr	1.20	..	1.80	YALCS (752 Lenton)			
112 ml	0.11½	0.03½	0.22	below knee leggings	pr	1.20	1.80	nylon elastic hosiery			
MACLEANS (105 BTD)				below knee stockings	pr	1.85	2.78	Superfine seamless			
toothbrushes	..	..	d	kneecaps pr	1.20	..	1.80	full foot pr	2.10	..	3.15
MADECASSOL (1077 Rona)				thigh leggings pr	2.25	..	3.38	Superflex seamless			
ointment 1% 10 g	0.40	0.12	0.65	thigh piece	1.20	..	1.80	full foot pr	2.10	..	3.15
MARY QUANT (876 MP)				sheer nylon				Springtime support			
Loads of Lash	10.33dz	4.65dz	1.75	above knee pr	2.54	..	3.81	hose (70 den)	pr	0.99	1.48
nail polish sparklers	2.66dz	1.195dz	0.45	below knee pr	2.29	..	3.44	seamless pr	0.99	..	1.48
MAWS (810 Maw)				thigh pr	2.66	..	3.99	Summertime support			
babypacks				super nylon				hose (40 den)	pr	0.99	1.48
Bathtime	6.72dz	1.09dz	0.90	above knee leggings	pr	2.25	3.38	seamless pr	0.99	..	1.48
Changetime	4.80dz	0.84dz	0.62½	above knee stockings	pr	2.25	3.38	support socks for men	pr	4.63	0.07
toilettries gift pack	0.89	0.29	1.59	anklets pr	1.20	..	1.80				
Simpla sterilising unit	0.555	0.025	0.85	below knee leggings	pr	1.20	1.80				
MAX FACTOR (813 MF)				below knee stockings	pr	1.85	2.78				
whipped cream make up	3.63	1.55	0.70	kneecaps pr	1.20	..	1.80				
MICORAN (501 Geigy)				thigh leggings pr	2.25	..	3.38				
ampoules 225 mg/1.5 ml	100	..	d	thigh stockings pr	2.33	..	3.50				
100	..	..	d	pantie hose							
MORNY (862 Morny)				service light weight	pr	2.21	3.32	YALE (1354 Yale)			
Fantasy				springtime pr	1.98	..	2.97	Marina cotton wool dispenser			
roller perfume	..	..	0.81	summertime pr	1.60	..	2.40	420715	..	..	1.81
roller perfume (French Fern, sandalwood)	..	..	0.77	superfit lightweight	pr	2.10	3.15	deodoriser holder	420815	..	1.50
MYLETO (875 MPL)				SURAMA (1282 VB)				first aid kit	420503	..	4.92
(distributors 1282 VB)				medicated cigarettes 20	1.50dz	0.45dz	0.20	tissue dispenser	420603	..	1.93
cream	2.70dz	1.215dz	0.45	TETREX (171 BLL)				toilet pack dispenser	420605	..	1.34
lotion	2.70dz	1.215dz	0.45	capsules packs of 16	..	..	d	toilet roll holder	440100	..	1.03
NOXZEMA (690 Keldon)				THICKEN HAIR (1412 Jackel)				tooth brush holder	410301	..	0.80
instant shave	..	..	d	conditioner economy	0.25	0.115	0.49	410302	..	..	1.21
NUBILACTUM (1600 SHL)				TINTONA (1282 VB)				YARDLEY (1355 Yardley)			
cream aerosol	1.60	..	3.00	hair dyes	1.50dz	0.675dz	0.25	lipstick			
NU-SEALS (413 Lilly)				TOM CAXTON'S TRUE BREW (1449 R&CFD)				Soul Shimmer	..	0.229	0.103
potassium chloride				kit	8.00dz	..	0.80				0.45
500 mg 100	..	..	d	TORBETOL (1244 TLOC)							
PALETTE (1111 Corione)				shampoo	..	0.2667	0.40				
clear set	..	..	0.11	Tribovax (208 BW) existing entry			d				
colour set	..	..	0.12	TRIBOVAX T (208 BW)							
Penicillin V Sulpha (413 Lilly)				vaccine (vet.) 20 ml	0.63	..	0.84				
tablets 100	..	..	d								
PETRON (1201 Supravite)											
universal atomiser	..	0.18	0.08	0.35							
PHENOMET (180 BEP)											
tablets 15 mg	250	0.19	..	..	..	..	..
1000	0.49	..	..	..	..	..	..
30 mg	250	0.26	..	..	..	..	..
1000	0.79	..	..	..	..	..	..
PHILIPS (977 PE)											
flash unit	16	..	..	27.61							
20	..	..	..	36.09							
20 C	..	..	..	40.23							
25 C	..	..	..	22.66							
Movie-light	..	..	..	13.24							
REVLON (1052 Revlon)											
colorshine	..	..	..	0.81							
eye gleamer	..	..	..	0.85							
REXALL (848 Minnesota)											
acne treatment cream	..	..	..	d							
lotion	..	..	..	d							
brewers yeast tablets g 7½	..	..	..	d							
all packs	..	..	..	d							
bronchial and catarrh syrup	..	..	..	d							
both packs	..	..	..	d							
iron and brewers yeast tablets	..	..	..	d							
all packs	..	..	..	d							
triple action cough	..	..	..	d							
treatment	..	..	..	d							
ROBINSONS (1449 R & CFD)											
baby syrup 6 oz	1.385dz	..	0.16								
SIMPLE (25 AS)											
(distributors 28 Alcos)											
hand care	1.668dz	0.80dz	0.25								
170 cc size	..	..	..	d							
SORBITOL (EGIC) (1123 SLL)											
30% 500 ml	1.05	..	..						
STEROXIN (501 Geigy)											
ointment	120 g	..	..	d							
SUNSILK (412 Elida)											
conditioner											
sachet	0.40dz	0.18dz	0.06								
bottle	1.47dz	0.66dz	0.22								

THIS WEEK'S CHANGES

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
NO.7 (1397 P de LL)							
Cologne	1 oz	3.38dz	1.52dz	0.55	8 oz	2.00dz	..
	2½ oz	6.34dz	2.85dz	1.03	16 oz	3.42dz	..
	4 oz	11.38dz	5.12dz	1.85			0.23
	8 oz	18.77dz	8.45dz	3.05			0.40
perfume	2 cc	3.07dz	1.38dz	0.50			
	4 cc	4.67dz	2.10dz	0.76			
	¼ oz	6.33dz	2.85dz	1.03			
	½ oz	14.46dz	6.51dz	2.35			
	1 oz	21.23dz	9.56dz	3.45			
	2 oz	35.38dz	15.92dz	5.75			
ABECIDIN (878 Napp)							
syrup	120 ml	0.30					
	456 ml	1.10					
	2.27 l	4.76					
tablets	20	0.19					
	100	0.85					
	500	3.80					
ALBION (339 CG)							
cotton wool	1 oz	0.45dz	..	0.06			
	4 oz	1.16dz	..	0.13½			
	16 oz	3.65dz	..	0.42			
paper wrapped	2 oz	0.70dz	..	0.09			

	Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p		Trade £.p	Tax £.p	Retail £.p
(242 Cerebos)				<i>d</i>	OSSOPAN (11 ASL)			<i>a</i>	SEDONAN (878 Napp)		
1200 ml	1.15	..	..		powder	20 g	0.55	0.16	ear drops	12 ml	0.20
1S (1438 RHM)				<i>i</i>	50 g	1.26	0.38	2.28	SHIELD (412 Elida)		
PHEN (878 Napp)				<i>†DDIa</i>	tablets	30	0.37	0.11	anti-perspirant standard	2.435dz	1.095dz
12	0.10	0.03				150	1.60	0.48	large	3.115dz	1.40dz
333 Cupal)						1000	9.20	2.76	SHINE (412 Elida)		
thated magnesia									hair conditioner aerosol		
ls					P.C.M. (878 Napp)			<i>a</i>	6 oz	2.825dz	1.27dz
tins 2 oz	0.80dz	0.22dz	0.11½c		tablets	100	0.28		S-M-A (1352 Wyeth)		
flavour,						500	1.20		liquid	370 ml	0.10
tr Tuck	3 oz	1.10dz	0.18dz	0.15		2500	5.95		powder	450 g	0.34
IRIN (1169 BGS)				<i>a</i>	PEARS (412 Elida)				SMITH KENDON (1152 SK)		
d	0.11	..	..	0.15	baby soap	..	0.665dz	0.20dz	glucose boiled sweets		
(1114 SEF)				<i>d</i>	PREDICTOR (1450 CPL)				16 oz	2.70dz	0.485dz
EN (1438 RHM)				<i>i</i>	home pregnancy diagnosis						0.33
IC (412 Elida)					kit	..	1.18	..	SUNSILK (412 Elida)		
g stick					QUICK ACTION (1169 BGS)				shampoos for normal, greasy, dry		
ll	0.83dz	0.25dz	0.11	<i>a</i>	cough remedy	..	0.17	..	or dull hair		
R (878 Napp)				<i>a</i>	RAVERON (11 ASL)				bottle	1.32dz	0.395dz
25	0.18				ampoules 1 ml	6	1.00	..	magnum	1.96dz	0.59dz
150	0.90					30	4.50	..			0.27
HOPPER (1169 BGS)					RECOSEN (11 ASL)				SURE (412 Elida)		
ent	0.09	..	..	0.15	ampoules	6	0.54	0.16	deodorants		
ent				<i>a</i>		30	2.28	0.68	aerosol mist	2.10dz	0.945dz
VIN (878 Napp)					tablets	30	0.58	0.16	anti-perspirant aerosol		
25 g	0.20	0.06		<i>a</i>		150	2.46	0.74	handy	2.435dz	1.095dz
ONY (412 Elida)					RIPASON (11 ASL)				large	3.115dz	1.40dz
clour	1.395dz	0.63dz	0.22	<i>a</i>	tablets	30	0.42	..	roll-on	2.025dz	0.91dz
SHOULDERS (1010 P&G)						150	2.52	0.76	spray	1.635dz	0.735dz
oo cream					tablets	30	0.42	..	TARSOLVE (204 Bunar)		
large	1.96dz	0.54dz	0.26	<i>c</i>		150	1.88	..	6½ oz	0.25	..
(967 Petfoods) entire entry				<i>d</i>	vial	10 ml	0.58	..			0.37½i
IS (967 Petfoods)				<i>i</i>	ROBADEN (11 ASL)				TAVEGIL (1098 SANDOZ)		
handy	2.06	0.32	0.04		ampoules 1 ml	6	0.62	0.18	tablets 1.34 mg	50	0.80
(6 dz)	(6 dz)	(6 dz)				30	2.52	0.76	500	7.70	2.31
large	2.58	0.41	0.07½		tablets	30	0.61	0.18	TETRABID (917 Organon)		
(4 dz)	(4 dz)	(4 dz)				150	2.52	0.76	capsules 250 mg	100	3.38
VAY (1169 BGS)					RUMALON (11 ASL)				500	16.67	
55 ml size	..	..	..	<i>d</i>	ampoules 1 ml	5	0.98	0.29	VELDT (1169 BGS)		
RAL (218 Calmic)						25	4.14	1.24	AMENDMENTS TO KEY TO SUPPLIERS		
RAL-C (218 Calmic)					vials	5 ml	1	0.98	1098 Sandoz = Sandoz Products Ltd, 41 Upper Grosvenor Street,		
100 ml	0.34	0.10	0.61	<i>c</i>		5	4.14	1.24	1438 RHM = RHM Foods Ltd, Victoria Road, London N.W.10.		
TONINE (218 Calmic)					pack of 25	..	..	..	1450 CPL = Chefaro Proprietaries Ltd, Crown House, London		
100 ml	0.26	0.08	0.47	†slc	SANOID (339 CG)						
878 Napp)				<i>a</i>	cotton wool B.P.C.	1 oz	0.51dz	..			
es	100	0.60				2 oz	0.86dz	..			
500	2.50					4 oz	1.43dz	..			
CTOR (813 MF)						16 oz	4.75dz	..			
adow					paper wrapped	½ oz	0.37dz	..			
icious duos	0.228	0.097	0.44	•		8 oz	2.57dz	..			
ZONES (1333 WL)						16 oz	4.56dz	..			
es	1.08dz	0.31dz	0.15½c		crepe bandage B.P.C.						
PH (878 Napp)				<i>a</i>		2 in	1.26dz	..			
s	25	0.14	..	†		2½ in	1.58dz	..			
100	0.40	..	..	†		3 in	1.80dz	..			
ADDER STOP (331 CofC)				•		3½ in	2.10dz	..			
l	1.92dz	..	..	0.24		4 in	2.42dz	..			
GEN (1438 RHM)				•		5 in	2.94dz	..			
bre crispbread	1.224dz	..	..	0.12		6 in	3.57dz	..			
FF 125 (1098 Sandoz)				•	gauze B.P.C.	1 yd	0.78dz	..			
s 125 mg	20	0.40	..	0.60		3 yd	1.70dz	..			
100	2.00	..	..	3.00		6 yd	3.11dz	..			
				TS		12 yd	6.05dz	..			
								0.71			

STOP PRESS

FAMILIA (304 Costa)

baby food	2½ oz	0.63dz	•
	13 oz	2.62dz	<i>a</i>
Swiss Berchermuesli			
	2½ oz	0.63dz	<i>c</i>
	13 oz	2.60dz	<i>a</i>

INSTANT POSTUM (304 Costa)

	2.85dz	<i>a</i>
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MERCOLISED (994 P & M)

wax	1.85dz	0.835dz	0.29	<i>a</i>
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MINALKA (289 Concept)

tablets	360	1.04	0.31	1.75	<i>c</i>
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VELDOPA (1154 S & N)

tablets 500 mg	250	10.25	†s4B
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Weldopa (1154 S & N)

STOP PRESS

FAMILIA (304 Costa)				
baby food	2½ oz	0.63dz		•
	13 oz	2.62dz		<i>a</i>
Swiss Berchemuesli				
	2½ oz	0.63dz		<i>c</i>
	13 oz	2.60dz		<i>a</i>
INSTANT POSTUM (304 Costa)				
	2.85dz			<i>a</i>
MERCOLISED (994 P & M)				
wax	1.85dz	0.835dz	0.29	<i>a</i>
MINALKA (289 Concept)				
tablets	360	1.04	0.31	1.75
VELDOPA (1154 S & N)				<i>i</i>
tablets 500 mg	250	10.25	..	†s4B
Weldopa (1154 S & N)				

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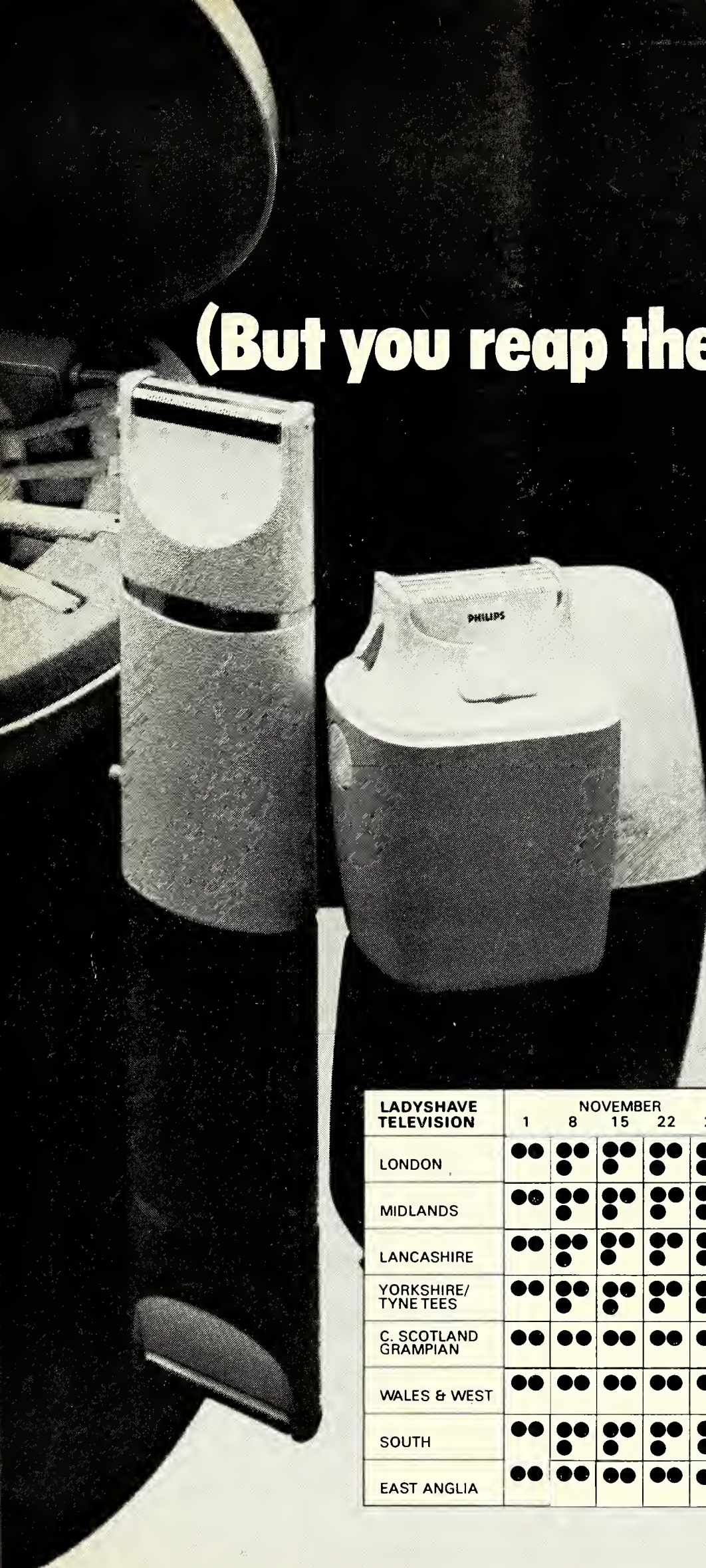
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MIDLANDS	●●	●●●	●●●	●●●	●●●	●●●	●●●	●●●
LANCASHIRE	●●	●●●	●●●	●●●	●●●	●●●	●●●	●●●
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C. SCOTLAND GRAMPIAN	●●	●●●	●●●	●●●	●●●	●●●	●●●	●
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COMMENT

Rural bitterness

Such diametrically opposed views of the pharmacist's role in the community are given in two reports in this week's issue that an outside observer might be forgiven for thinking there were two professions.

At Leamington Spa, the West Midlands Regional Conference (p 700) heard from Mr G. Teeling-Smith, director of the office of Health Economics, that the pharmacist should be allowed to prescribe an antibiotic for throat infections, or repeat oral contraceptive prescriptions. He was supported by Mr J. P. Kerr and Mr C. C. B. Stevens, both members of the Pharmaceutical Society's Council, in calling for pharmacists to take more responsibility in counter prescribing—a function which is becoming more important as doctors become less accessible to the general public.

But in the current issue of the doctor's newspaper *General Practitioner*, a rural doctor writes with obvious contempt of the pharmacist's professional ability and service (p 680).

There is no need here to answer Dr Holland's points individually—though the picture of the pantechnicon in which he must do his country rounds in order to supply the *most* appropriate drug to every patient on the spot fills us with awe! In the same way we marvel at the resource of the wholesaler who keeps a steaming van at the ready to supply his wants at 1½ hours notice—every time?

If Dr Holland's patients have had cause to complain that "urgent" prescriptions will not be dispensed at a pharmacy, even when the pharmacist is on the premises, then the remedy is with the Executive Council, not a dispensing doctor.

True, Dr Holland is countering alleged criticisms of

"do-it-yourself" dispensing in a previous issue of *GP*.

But our main concern is that such ill-informed views of what the pharmacist can, does, and should do, receive so frequent an airing in the medical Press. It is not so very long since Dr Hatfield caused a similar stir in *World Medicine*—and followed up his campaign in the correspondence columns of *C&D*.

Why must there be this running battle between the rural practitioners of the two professions? The urban-dwellers among the medical profession's leadership never seem to have much appetite for dispensing—their cry is that they cannot find time to practise medicine as they would wish, let alone pharmacy. So what professional satisfaction does the rural doctor derive from the supervision of "pill counting"—if that is all it is?

Joint action

If the answer is "money", then let them say so and receive the full support of the two professions in their fight to get proper remuneration for the practice of medicine in remote areas. And let them join pharmacy in seeking a proper pharmaceutical service in these areas.

There will always be a few more distant hamlets and crofts for which a doctor must dispense—but these are not 1½ hours journey from a pharmaceutical wholesaler, and the service must be regarded as the best attainable with limited resources, not the best possible.

Every dispensing doctor must surely realise that his activities are potentially depriving his patients of a full pharmaceutical service—a service which other communities cry out for.

The element of bitterness surrounding this dispute must not be allowed to persist, or it may involve the whole of the two professions at a time when their futures are becoming more closely linked through health centres.

LETTERS

'More realistic'

In your report of the South-east England Regional Conference held at Hastings (last week p 660) Sir Hugh Linstead is quoted as having replied to a question as to whether dispensing by doctors is a problem in Europe, "Yes, but to a lesser extent".

I suggest that a more realistic reply would have been "Yes, but to nothing like the same extent," for in which Continental country have the doctors an absolute right in this matter of dispensing for their own patients, as they have here in England?

J. T. Marriott

Hemel Hempstead, Herts

[Because of lack of space Sir Hugh's reply was abbreviated in our report. He went on to say that Continental doctors did not fight to retain dispensing. There were possibly economic reasons for this.

Furthermore, he thought there was a better understanding between the medical and pharmaceutical professions on the Continent than in Britain.—Editor.]

Foreign bodies

On the subject of home brewing (October 16, p 552), as a chemist stocktaker I recently came across little creatures, presumably weevils, enjoying themselves on several packets of home brewing preparations. Can anyone tell me if they add to the potency and flavour of the beverage? Or were they only there for the beer!

Ann Barrett
London WC1

BOOKS

Advances in pharmaceutical sciences. Volume 3. Edited by H. S. Bean, A. H. Beckett and J. E. Carless. *Academic Press Ltd*, Berkeley Square House, Berkeley Square, London W1X 6BA. 9 x 6in. Pp 242. £5.00.

Although considerable success has been achieved in recent years in understanding

the fundamental scientific principles of powder compaction, only some of these principles have been applied at the level of industrial tablet production.

The first section of this volume attempts to bridge the gap between fundamentals and industrial practice, with the idea of putting the whole topic into a realistic perspective.

The next chapter deals with the specific problem of aspirin formulation, but the editors say that many of the bio-pharmaceutical principles discussed are relevant to other drugs and dosage forms.

In contrast, the last chapter specialises in the techniques that have been developed recently for measuring the cohesive and flow properties of powders.

That subject has become of increasing importance due to the preparation of drugs in finely divided form and the need to handle and process them at high speed for tableting and capsule filling.

Publications received

Oxidation techniques and application in organic synthesis, Vol 2. Edited by R. L. Augustine and D. J. Trecker. *Marcel Dekker Inc*, 95 Madison Avenue, New York, NY 10016. 9 x 6in. Pp 204. \$17.50.

PROFESSIONAL NEWS

Pharmaceutical Society
of Northern Ireland

NI emergency fund offer from NPU

The National Pharmaceutical Union has offered an additional donation to the Pharmaceutical Society of Northern Ireland emergency fund, Mr T. I. O'Rourke, reported to the Council's October meeting. The fund was established to assist pharmacists whose premises are damaged in the civil disturbances.

The president stated that of the original sum of £2,800 about £2,000 remained. Some of the grants made had been to pharmacists whose premises had been damaged in the August 1970 floods. The rest of the money disbursed had been for riot damage. The committee administering the fund could not meet every claim in full but were prepared to give immediate but limited assistance where premises were damaged or to pay the difference between the expenses of having a pharmacy repaired and the amount of compensation granted. It was pointed out that many claims took upwards of two years to settle. Mr J. G. Coll pointed out that he knew of one case that had been settled within six months.

Help for owners

Reference was also made to the Government's scheme whereby owners of businesses could obtain immediate financial help and the sum given would be deducted from the final amount awarded. It was agreed that the secretary should draw the attention of members to the fund's existence and that every effort should be made to provide information and advice to members whose premises suffered damage. It was also agreed to thank the NPU for their offer and to explain that it would be accepted in the future if needed.

In proposing Mr W. T. Hunter as president (last week p 642), the outgoing president, Mr J. Paul, said that Mr Hunter as vice-president had been a great help during his year of office. He was a willing worker and would not spare himself in the interests of pharmacy. Mr T. A. Gray seconded the proposal which was passed unanimously.

Mr T. I. O'Rourke was elected vice-president on the proposal of Mr Boyd seconded by Mrs Watson. Mr Boyd said Mr O'Rourke had much experience of a great number of pharmaceutical committees and his frequent visits to London would keep the Council informed of events in Great Britain.

The president welcomed three new members who were attending their first meeting: Messrs J. Chambers, J. C. Coll and G. W. E. Dennison, and a former member Mr J. Kerr.

The secretary was instructed to extend

to Mr Gordon the sympathy of the Council on the loss of his premises through fire.

The secretary reported that Mr E. S. Harpur had fulfilled the conditions for the award of the C. W. Young Scholarship and the first quarterly payment had been given to him.

An application from Miss Kathleen M. Thompson, BSc, for the Theophilus Harper Foundation was granted. It was explained that Miss Thompson was on the staff of the pharmacy department of the Royal Victoria Hospital and wished to undertake further work in the pharmacy department of Queen's University. The work would be supervised by Professor P. F. D'Arcy. It was also agreed to make the Department a grant of £100 towards equipment for Miss Thompson's work. Professor D'Arcy said that he hoped Miss Thompson was the first of many graduates who would be doing postgraduate work in the department.

Value of premises

The secretary said that reference had been made at the annual meeting of the book value of the Society's premises in the annual accounts. The sum was much lower than that for which the premises were insured. He said the premises had two values. The first was composed of the money spent in acquiring and, subsequently improving them; the second was the value they would fetch if placed on the market for sale. The Society's auditors felt that it would be more realistic to give the latter figure in the balance sheet. However, if the premises were destroyed the sum recovered would be that for which they were insured.

The applications of Mrs June Watson and Professor P. F. D'Arcy for registration as pharmaceutical chemists in Northern Ireland under the reciprocal agreement entered into by the Great Britain and Northern Ireland Societies were granted.

It was agreed that Mr J. Kerr would

Mr J. Paul, the outgoing president of the Pharmaceutical Society of Northern Ireland, invests his successor, Mr W. T. Hunter, with the insignia of office. On the left is Mr T. A. Gray (treasurer) and, right, Mr T. I. O'Rourke (vice-president)



represent the Society at the Commonwealth Pharmaceutical Conference in Melbourne.

The Council agreed to a recommendation that Mr H. C. Reid be co-opted a member of the Benevolent Fund Committee.

Mr Gray suggested that the possibility of awarding some honour to those who had given exceptional service to pharmacy might be considered. He had in mind something after the manner of the award by the Great Britain Society of Fellow of the Society. Mrs Watson supported the suggestion. On Mr Eakin's suggestion, the Education Committee was asked to look into the possibility of arranging a series of lectures on pharmacology and also the seminar on business management.

The following committees were elected:
Education: W. H. Boyd, J. Chambers (chairman), T. A. Gray, J. Kerr, G. E. McIlhagger, Mrs C. B. A. Watson, Professor P. F. D'Arcy and Dr R. G. R. Bacon. **Ethical:** J. A. Boyle, J. G. Coll (chairman), G. W. E. Dennison, J. Gordon, G. E. McIlhagger, R. F. S. Thornton, A. N. Other, and J. D. Pollock. **Finance:** W. H. Boyd, T. G. Eakin, T. A. Gray, Wm C. Magee (chairman), J. Paul, R. F. S. Thornton, R. M. Watson and J. D. Pollock. **House:** J. G. Coll, T. G. Eakin, J. Gordon, J. Kerr, J. L. McIntyre, Mrs C. B. A. Watson (chairman), A. N. Other and Dr R. G. R. Bacon. **Law:** J. A. Boyle, J. Chambers, G. W. E. Dennison (chairman), T. G. Eakin, J. Kerr, J. L. McIntyre, J. D. Pollock and Professor P. F. D'Arcy. **General Purposes:** J. Chambers, J. G. Coll, G. W. E. Dennison, W. T. Hunter, J. L. McIntyre, Wm. C. Magee, T. I. O'Rourke, J. Paul and Mrs C. B. A. Watson. **Public Relations:** W. H. Boyd, J. A. Boyle, T. A. Gray, W. T. Hunter, G. E. McIlhagger, J. L. McIntyre (chairman), T. I. O'Rourke, Mrs C. B. A. Watson and Professor P. F. D'Arcy.

It was agreed that the president, vice-president, Professor D'Arcy and Messrs. Eakin, Chambers and Dennison should represent the Council on the Hospital Pharmacists' Committee. Messrs Thomas Walsh & Sons and Messrs Cleaver, Fulton and Rankin were respectively reappointed auditors and solicitors to the Society.



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" " " " Lge.	6	3.04	1.37	47
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'Bismag' Powder Std.	12	1.03	0.31	14
" " " " Lge.	12	1.83	0.55	25
'Bismag' Tablets 75's	12	1.10	0.33	15
" " " " 165's	12	1.83	0.55	25
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" " " " Lge.	12	1.76	0.53	24
" " Tablets 30's	12	1.03	0.31	14
" " " " 100's	6	2.35	0.71	32
" " Rollmints	12	0.44	0.14	6
'Compound W' Wart Remover	12	1.17	0.36	16
'Concern' Feminine Deo. Spray Std.	12	2.46	1.11	38
'Dristan' Decongestant Tablets 24's	12	2.34	NIL	26
'Dristan' Nasal Mist	6	1.98	NIL	22
'Fibrosine' Balm	12	1.47	0.45	20
'Freezone' Corn Remover	12	1.17	0.36	16
'Glow 5' Beauty Mask Sachet	24	0.65	0.30	10
" " " " 3 Sachet pack	12	1.56	0.71	24
'Immac' Cream Hair Remover Sachet	24	0.65	0.30	10
" " " " " Std.	12	1.62	0.73	25
" " " " " Lge.	6	2.59	1.17	40
" " Lotion " "	6	2.34	1.06	36
" " Aerosol " "	6	7.79	3.51	120
'Kolynos' Super White Dental Crm. Std.	12	0.95	0.29	13
" " " " " Lge.	12	1.33	0.40	18
" " Chlorophyll Toothpaste	12	0.95	0.29	13
" " Fluoride " "	12	0.95	0.29	13
" " Denture Fixative Std.	12	1.25	NIL	14
" " " " " Lge.	12	1.98	NIL	22
'Pineate' Honey Cough Syrup	6	1.32	0.40	18
'Powerin' Tablets 12's	12	1.10	0.33	15
" " " " 30's	6	2.05	0.62	28
'Preparation H' Ointment Std.	12	1.83	0.55	25
" " " " " Lge.	6	3.15	0.95	43
" " " " Suppositories 6's	12	1.47	0.45	20
" " " " " 12's	6	2.72	0.82	37
'Sek' Ointment for Athlete's Foot	6	1.76	0.53	24
'Targon' Oil & Tar Remover	12	1.35	NIL	15

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Financial investment and returns in retail pharmacy

The suggestion that NPU Holdings might branch out to form a voluntary buying group should be watched with great care, said Dr T. G. Booth of the pharmacy practice research unit, University of Bradford, last week.

Before lending support to the scheme he would like to know whether the Mace and similar organisations had saved the small grocer from going out of business. Statistics showed that independent chemists in voluntary groups had a lower gross margin (27.6 per cent) on their turnover than did those outside the groups (28.5 per cent). The same was true in other trades, he said.

Dr Booth was speaking at a symposium organised by the Wessex Region of the Pharmaceutical Society on "Financial control in general practice pharmacy" in Southampton.

After questions from the floor he agreed that although the gross margin was down, the group members usually had a bigger turnover and that might explain the anomaly.

Pharmacy closures

On the growing number of pharmacies that closed each year, he pointed out that between 1961 and 1966 the decline was 5.9 per cent, but in businesses as a whole, the fall was even greater at 8.4 per cent.

By the end of the present year he expected the number of pharmacies to be about 12,000—that compared with 13,881 in 1966 and 14,860 in 1960.

In order to plan correctly and to control or manage a business properly, it was necessary to understand clearly what business was about. Of course it provided work, gave a service to the community, distributed goods to the consumer and, in general, provided a psychological satisfaction of motivation for those engaged in its practice. However, a business must be looked on as a basis of capital investment and from an investor's point of view the business must provide a realistic profit margin. It was therefore necessary to establish precisely what a particular business venture ought to earn by way of profits and, secondly, the adequacy of the profits actually achieved.

An increasing turnover was not solely evidence of business efficiency. Boots Pure Drug Co Ltd's annual accounts in 1969 revealed a 30 per cent increase in sales, but that was mainly attributable to acquisition of the Timothy Whites & Taylors group, and not to phenomenal productivity. Again, in the case of an individual shop which made sales at cost price or near, turnover figures could "rocket", but one would scarcely claim that that would impress an investor.

It was therefore essential to look to profit and especially gross profit percentage, to assess business ventures and their efficiency. "It should not be forgotten that pharmacy showed a mean margin of 29.6 per cent in the 1961 Census—not far in excess of that of 24.9 per cent for the

total retail trade." It seemed that the margin was maintained in 1966, but all indications at the present time were that the figure was substantially lower now. Certainly the NHS gross was down to 27.3 per cent (1968) and an overall gross median of 26.6 per cent was currently being returned.

The gross margin was not of itself a guide to profitability as to efficiency. It was the "excess of profit" after all overheads and expenses had been paid out of gross profit that was of major interest so far as business profitability was concerned. Most overheads were clearly definable, presenting no difficulty in allocation for deduction from gross profit. To arrive at a true figure of "excess profit" in the case of a working proprietor business, an adequate remuneration must be allowed against the profit and loss account net profit. Care should be taken to allow an amount over and above a managerial salary. Again it was necessary to ensure that any system employed to lower tax liability was corrected and that appropriate adjustments were carefully and clearly taken into account concerning depreciation of business assets.

The result of the net profit, adjusted on the profit and loss account figure, represented the amount for "profit" to be used in a profit to capital employed percentage ratio. "The value of this profit is basically the operating profit and other income after depreciation but before deduction of tax. Provided consistency is employed, the treatment of particular aspects is arbitrary. The value of the profit figure derived should constantly be reviewed and the owner of capital continuously examining prospects of increasing the amount," said Dr Booth.

Capital employed

Just as the word "profit" was interpreted in a variety of ways, so the term "capital employed" might involve several meanings. As a general guide for retail pharmacy, the term was defined as the "fixed plus current assets less the current liabilities (except liabilities to the owners of the capital employed)".

A major employment of capital was the stock, which often formed the substantial part of capital commitment and as such was the main reason for the concern expressed continually over proper stock-control systems. Reserves of capital and profits retained in the business formed part of the capital employed, whereas short-term loans such as bank overdrafts should be deducted from assets.

After discussing various forms of capital investment to obtain increased income, Dr Booth said the choice to the

pharmacist lay in the size of return from investment in a business set against the relative risks involved.

"Information concerning the returns from retail pharmacy as a whole is virtually non-existent, although the NPU interfirm comparison scheme may produce data which it is hoped will be made generally available," he said.

From the sparse information available—a return from 18 public companies including five classed as "chemists"—the median return on capital employed was 16.7. For comparison, the Boots' accounts showed 18.4 to 21.8 in the decade 1961-1970, averaging 19.8.

For public companies, the share market prices soon rendered any inequalities in returns more even by transference of investment capital. For a small chemist, the basic calculations should be investigated and managerial decision taken on those portions of the equation shown below where improvements need to be tackled—the gross margin level, the expenses level or the investment level in stock and the correlated stockturn rate:

Profitability = Profit margin × Turnover of assets

$$\frac{\text{Profit}}{\text{Capital employed}} = \frac{\text{Gross profit—expenses}}{\text{Sales}} \times \frac{\text{Sales}}{\text{Capital employed}}$$

In a detailed study on capital expenditure in retailing, rates of return calculations were used by 84 per cent of 83 firms investigated to appraise investment of capital for expansion purposes and by 49 per cent for asset replacement purposes. The method was to be preferred to discounted cash flow methods, pay-back periods or other methods, Dr Booth concluded.

Including students, just over 100 attended the symposium, which, as an experiment, was held on a weekday evening instead of Sunday, as was the case on the previous two occasions. Satisfaction at the turnout was expressed by the chairman, Mrs E. Pearson.

BUSINESS Q & A

My lease had some four years unexpired when my premises were destroyed by fire. The terms of the lease stated: "The tenant should be re-instated at the earliest possible time, at the same rent." An amount has now been agreed for the surrender of the lease and the terms attached. Can you advise if this amount or part of it could be subject to capital gains tax?

The surrender of a lease amounts to a disposal for the purpose of capital gains tax and accordingly any sum received therefor is consideration for this disposal, and is chargeable to tax, after making the due deduction for cost of the lease as provided by the eighth schedule to the Finance Act 1965.

Counter prescribing: a role to be developed

All the principal speakers were strongly in favour of the practice of counter prescribing at the West Midlands regional conference held in Leamington Spa on Sunday.

Mr J. P. Kerr, vice-president of the Pharmaceutical Society, speaking first, said "counter prescribing is not a dirty word", it was a valuable part of pharmacy.

The section of the Medicines Act which stated clearly in law the right of the pharmacist to counter prescribe was welcomed by Mr Kerr who gladly accepted the proviso that "the person is present in the pharmacy at the time of the request."

Public pressure had demanded a class of person other than doctors to provide medicines, coupled with sound expert and responsible advice.

This should never be forgotten, said Mr Kerr, in the wish to establish "professional pharmacies." "Some people tend to use that term to describe what would amount to no more than a dispensary."

The Pharmaceutical Society had always insisted on a comprehensive service.

No mere formality

The acceptance of the pharmacists' right to advise on drugs and medicines in the Standing Medical Advisory Committee's recent report on group practices, was no mere formality, said Mr Kerr. Those presenting oral evidence for the Pharmaceutical Society had been confronted initially by the committee's low opinion of the pharmacist's function.

Indeed, there never had been an official recognition by bodies such as the British Medical Association of the chemist's role in the community.

Yet developments were taking the doctor further away from the patient, which made the pharmacist's role even more important. The reasonable demands of the public for a service must be met in pharmacies or they would look elsewhere.

On diagnosis, Mr Kerr said that what the pharmacist did, in effect, was to act as a safety barrier between the patient and his own self-diagnosis. Those in general practice knew that a great amount of diagnosis was carried out, unfortunately, by the copywriters of patent medicine advertisements.

Mr Kerr thought that many pharmacists grew tired of giving advice against those copywriters.

An important element in this sphere was the size of the armamentarium of effective medicines available to the pharmacist for counter prescribing. The Society was at present taking part in a battle on this subject so as to make available medicaments of as comprehensive a range as possible under the provisions of the Medicines Act.

Mr C. C. B. Stevens, a member of Council, said he would like to see much more counter prescribing by pharmacists.

He discussed the legal aspects and said that he saw the Medicines Act 1968 as the charter for pharmacy for the next 100 years. In his opinion it was being

unfolded far too slowly and in too complicated a manner.

There were greater legal responsibilities of counter prescribing, compared with selling a medicine or dispensing a doctor's prescription. The pharmacist was out on his own, putting at legal risk his professional knowledge. The risks of common law negligence were involved. In the case of lack of reasonable care, which resulted in damage, it was the pharmacist's duty to pay.

Reasonable care was defined in that context as an average amount of competence associated with that exhibited by the profession.

The pharmacist was under the legal obligation to keep his knowledge up-to-date, it was not sufficient only to qualify, said Mr Stevens.

He gave warnings on diagnosis. The Veterinary Surgeons Act made it absolutely forbidden for anybody other than a veterinary practitioner or surgeon to diagnose animal ailments, whether the animal was in the pharmacy or not!

The pharmacist may diagnose legally in the human field, but when doing so he was entering the realms of medicine—the standard of care had then to be that of a general medical practitioner and doctors would be brought in to rule on any legal case.

Counter prescribing only involved a little diagnosis. "If you act as good pharmacists you will not go far wrong", concluded Mr Stevens.

Sickness pattern changing

After lunch, Mr George Teeling-Smith, director of the Office of Health Economics, spoke of the changed nature of illness today.

There is "a wider potential for the pharmacist if he can understand the role that is needed nowadays", he said. In the 1930s the pharmacist was in this context a "straight doctor substitute". Now the picture was different. There was no longer a clear distinction between health and sickness and the amount of morbidity was expanding all the time. The threshold before a complaint was made was dropping.

In the 1930s if a person had dandruff he wore a tweed jacket, now he sought advice on an anti-dandruff treatment. Depression was not clearly defined 25 years ago—the patient was described as a bit sulky—now it was diagnosed and a prescription made out.

People went to a doctor in order to get a "diagnostic label". They were happy when they were assigned a respectable physical disease. Another class of people did not need that.

The pharmacist was seeing the same patients as the doctor. In both cases the symptoms were treated. If the sore throat seen by the pharmacist was the same as that presented to the doctor, why should the pharmacist not be allowed to prescribe an antibiotic? asked Mr Teeling-Smith.

Another example was repeat prescriptions for oral contraceptives. Mr Teeling-Smith saw this as "a farce". The doctor automatically wrote a repeat prescription and there was normally no question of a physical examination.

The pharmacist could help to encourage the person to go to a doctor when necessary. The pharmacy could be a source of health education information. Additional remuneration for that could not be claimed for until it was well established.

"For all this to happen", said Mr Teeling-Smith, "the pharmacist has to be at the counter and meeting the public, rather than in his dispensary."

In reply to a question by Mr A. H. Moseley, Birmingham, about the increased legal control over such drugs as ephedrine and quinine, Mr Stevens said that part of the increased restrictions had arisen because of the emotive climate of drug misuse today. The Government, in trying to curb misuse, had forgotten the pharmacist.

Mrs P. A. I. Carless asked about patient registration at a pharmacy and the keeping of records. Mr Stevens could see no reason why unofficial records should not be kept. Customers were likely to come to the pharmacy again when they could see that an interest was being taken in them and when the pharmacist showed knowledge of their background. Registration of patients could be employed as a safety measure.

Mr Kerr said that pharmacists should ensure that a suitable fee was charged for counter prescribing. Mr Stevens added that "we have a low valuation of ourselves".

Replying to a question about the initial joint training of the medical professions, Mr Kerr said that nothing but benefit could come from that. He felt that anything that would widen a pharmacist's outlook and culture would be a good thing.

Another speaker raised the question of pharmaceutical advice given by counter assistants. Mr Kerr said that if pharmacists were allowing this to happen they were destroying the case that their leaders were making out for them.

He spoke of proposals to issue a card to patients who were being prescribed Warfarin. Such cards would probably be of a new design and would carry a message asking the patient to present the card before buying a medicine for any other complaint.

Mr Teeling-Smith thought the work now being done by pharmacists in terms of medical care meant that they were recovering lost professional ground. If they accepted the cost of such work for the next five to seven years, he was sure that they would be remunerated for it in the future.

He pointed out that other types of retail premises were closing at a substantially faster rate than pharmacies.

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INTERPHEX '71

New developments in manufacturing and packaging

Firms from France, Germany, Holland, Italy and North America are taking part in Britain's major exhibition for the pharmaceutical, cosmetic and allied industries—Interphex '71—to be held at the Royal Horticultural Society's halls, London, November 9-12.

Technical developments connected with the processing, packaging and handling of pharmaceuticals, cosmetics, perfumery, toiletries and related products such as shampoos, soaps and detergents will be featured at the exhibition, which is organised by BPS Exhibitions Ltd and held every two years.

Interphex will be linked with technical conferences, including one sponsored by the Association of the British Pharmaceutical Industry. Arrangements are also being made for overseas visitors to tour a number of British pharmaceutical and cosmetic factories and product research centres.

That part of the conference sponsored by ABPI takes place during the morning of November 9 when speakers will deal with such subjects as security in the packaging and labelling of drugs.

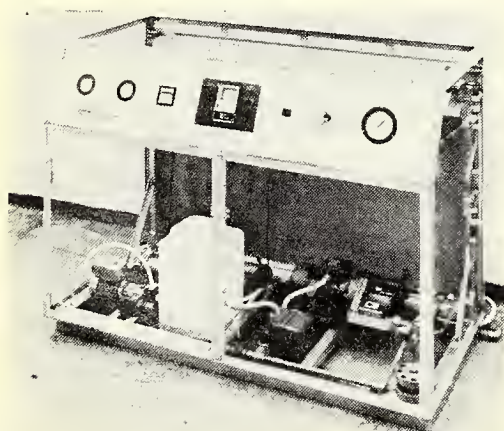
A special session for cosmetic chemists to be held on the last day of the conference (1.30pm-5.30pm) will focus on developments in powder technology.

Speakers will include Professor E. Shotton, of the School of Pharmacy, University of London.

Registration for the conferences should be made through the conference secretary, BPS Exhibitions Ltd, 4 Seaford Court, 220 Great Portland Street, London W1N 5HH (tel: 01-388 2117).

The exhibition and conferences, together with the programme of factory

An Elga Intercept reverse osmosis system for the production of sterile water, being shown by the Elga Group



visits, are designed to meet the specialised interests of manufacturing chemists, pharmacists, production and plant engineers, packaging specialists, and top-level management and marketing executives.

An important highlight of this year's Interphex exhibition will be the greatly-increased range of machinery and equipment covering all aspects of production, packaging and mechanical handling.

The processing section alone will feature an extensive array of new and improved machinery for mixing, blending, emulsifying, gelling, suspending, dispersing, milling and disintegrating. It will also include a wide range of ingredients and raw materials.

New ideas and new techniques will abound on the packaging front—ranging from the latest packaging, capping and labelling machines to up-to-the-minute developments in packaging materials and pack designs, including sachets and aerosol containers.

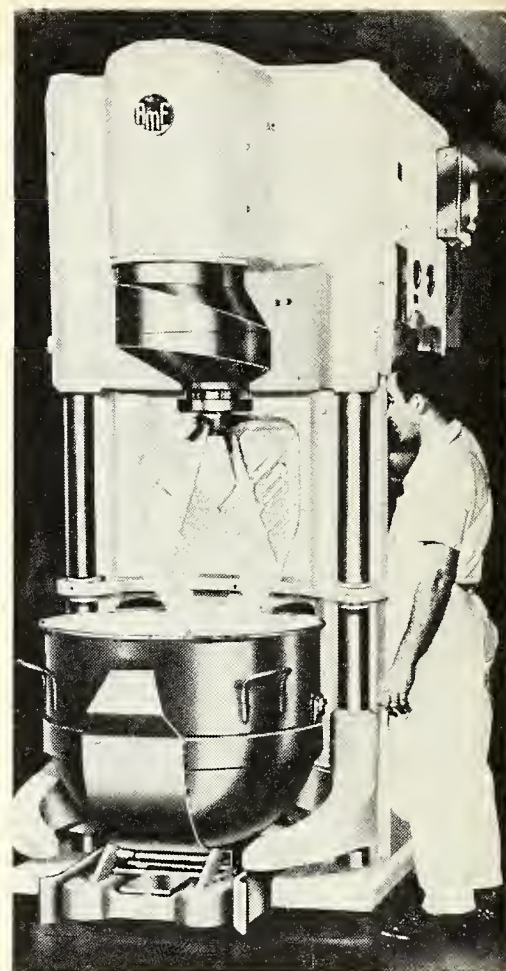
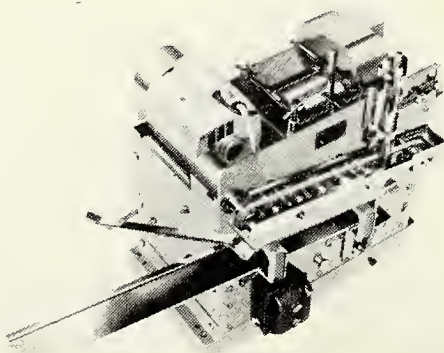
Other aspects of manufacturing will be presented in depth, such as filling and sealing machinery, encapsulation, sterilisation techniques, filtration, weighing and electronic systems.

Some of the exhibits

As packaging in all its aspects plays such an important part in the finished pharmaceutical or cosmetic product, it is not surprising to find that exhibitors with machinery and equipment for making, filling and labelling containers predominate.

Among those showing their latest filling equipment is Gravfil Machines Ltd, who exhibit their Sensfilmatic filling machine which can be equipped with two, four and six filling heads in semi-automatic

Included in the exhibit of Newman Labelling Machines Ltd is their automatic labeller model 2B



AMF International Ltd will be showing, for the first time at Interphex, the largest of its Glen range of vertical planetary mixers. With a capacity of over 300 litres, the machine exhibited will be of the basic type widely used in the pharmaceutical industry in the US

form, or with from eight up to 72 filling heads in fully-automatic forms. The machine fills to a level rather than a volume and is particularly suited to the low-strength modern plastic packs as well as the more traditional packs.

Cartoning, tube filling and sachet forming will be shown by Ilapak (Europe) Ltd (stand E2). The Tonazzi Polycarton 1 vertical cartoning machine by V. Tonazzi, Italy, is versatile and simple to operate. Normal and E-flute cartons can be handled, in the aeroplane or reverse tuck, or glue-end style. Speed is up to 60 per minute.

Another machine from Tonazzi that will be shown is the Colibri tube filler, which handles metal or polythene tubes, or jars. The machine is claimed to be simple and quick to change over and therefore ideal for short production runs where frequent changes are necessary. The output of the machine is up to 45 per minute.

The Universal-Pack "V" machine fills powders, granulates or liquids into four-side heat seal sachets at speeds up to 150 per minute. The sachet size is adjustable. The volumetric feed unit is specially designed to fill "difficult" powders with maximum accuracy. This feed can be easily removed and replaced with a liquid feed, to run liquids of varying viscosities.

Anglo Continental Machines Ltd are the UK agents for a number of overseas

manufacturers including Fratelli Zanasi, Bologna, Italy, who claim to be leaders in the field of machines for filling hard gelatin capsules. They include in their display the latest BZ/150 which fills 120,000 capsules per hour. This operates on a different principle to their established models, which have an intermittent action. The BZ/150 works on a rotary system.

Two basic types of Fema-A and Fema-B will be on show. Both pack bottles, vials, blister packs, lipsticks, tubes, coffee in bags, ball bearings, etc. into prestrained folding cartons.

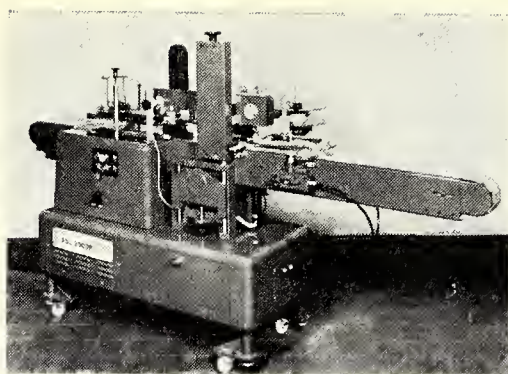
With one of the largest stands at Interphex, Morgan Fairest Ltd will be demonstrating new packaging machinery from abroad, as well as machinery from their own range.

The company are UK agents for E. Th Noack, of Germany; Centre Automazioni Moderne (CAM), of Italy; and Fuji Machinery Trading Co, of Japan.

On show for the first time in Britain will be a range of automatic machines made by E. Th Noack, of Germany.

From Italy will be two cam cartoning machines—Universal (AV65) and an automatic model (PR 66) with rapid change-over system while from Japan comes a Fuji general purpose wrapping machine for handling products such as syringes, rubber gloves, surgical instruments, scalpels, etc. Ideal for short production runs, the machine operates at speeds of up to 250 packs a minute.

Morgan Fairest will also feature from their own range of machinery the Banks 650 roll feed labelling machine, and



Working models of their Autolabeler are being shown by Electronic Controls Co (Adonet) Ltd

Banks Sanitair pneumatic cleaners for containers.

The stand of Whatman Biochemicals Ltd will feature the extensive production facilities they have for enzymes and related biochemicals. The company share stand D10 with their parent, W. & R. Balston Ltd, makers of Whatman filter and chromatography products.

Beatson, Clark & Co Ltd will be displaying (stand C3) a wide variety of containers, among them the Jaycap cylindrical tablet bottles—new containers in glass with special Jaycap closures. Four sizes have been introduced—15, 30, 60 and 100ml. The recently-announced range of BeCePak PVC tablet bottles will also be featured.

Glass containers are made by Beatson, Clark both in standard shapes and sizes and exclusively to customers' requirements.

Specialising in the manufacture of PVC

containers for the cosmetics industry Paklite Ltd are to show a range of bottles in clear and opaque PVC from 20cc to 1,000cc.

There will also be a range of medicine bottles which are sold through MacDonald & Taylor Ltd, Ashton-under-Lyne, Lancs.

The stand will be shared with Hemmings Plastics Ltd, who are Paklite's major cap suppliers.

Hyde Plastics Ltd (stand D9) will have on display their series of Widerim cream jars showing various screen printed and foil blocked decorations.

Jaclosures Ltd (stand D3) are to show a comprehensive range of stoppers and closures. One that is likely to attract attention is the new "bellows" stopper that was developed in Germany only a short while ago but is now used by "most of the leading continental pharmaceutical companies".

Ampoules, collapsible tubes and equipment for filling both will be shown by Adelphi Manufacturing Co Ltd. Other plant offered will be machines for bottle washing and tablet counting.

"We haven't capped an oilwell yet, but we believe that we have capped most other things," state Hemmings Plastics Ltd. "From exotic perfumes, talcum powder, nail polish to aspirins. If you can pour, squeeze or spread it we can provide a cap to suit," they add.

Waddell Packaging Ltd (stand 34) are to demonstrate machines from Capsulit of Milan. Shown will be a semi-automatic roll-on pilfer-proof capping machine,

Continued on page 704

Interphex Nov 9th-12th

Stand D10

For the first time at Interphex,

WHATMAN BIOCHEMICALS LTD.,

Manufacturers of high purity enzymes and related biochemicals.

W. & R. Balston (Modified Cellulose) Ltd.,

Manufacturers of Whatman ion exchange celluloses and precision chromatography columns.

W. & R. Balston (Industrial) Ltd.,

Manufacturers of high performance filter cartridges

visit us at stand D10.

Members of the Balston group
Springfield Mill, Maidstone, Kent, England.

INTERPHEX '71

Continued from page 703

which can be used separately or in conjunction with existing packaging machines. Capsulit offer a complete package deal, by offering a filling and capping line for sterile or non-sterile preparations, as well as components such as roll-on caps and inserts.

The first model in the UK of a new range of Swedish shrink-wrapping machinery by T. Flodin AB, will be shown by the UK and Eire agents, Hamilton Machinery Sales Ltd. The Flodin RK 73 which forms the basis of the range is the machine that will be exhibited. It is designed as part of a complete packaging system, making it possible for the user to achieve whatever degree of automation he needs.

SVM Spa, Italy, will exhibit their blister packaging equipment for the first time in the UK.

William Sessions Ltd will have a range of automatic and semi-automatic machines for the application of self-adhesive labels to bottles, jars and containers. The exhibition will show machines wrapping labels partly or completely around containers.

Over-printing machines for small run work, batch coding, customer name service, etc. will also be on show.

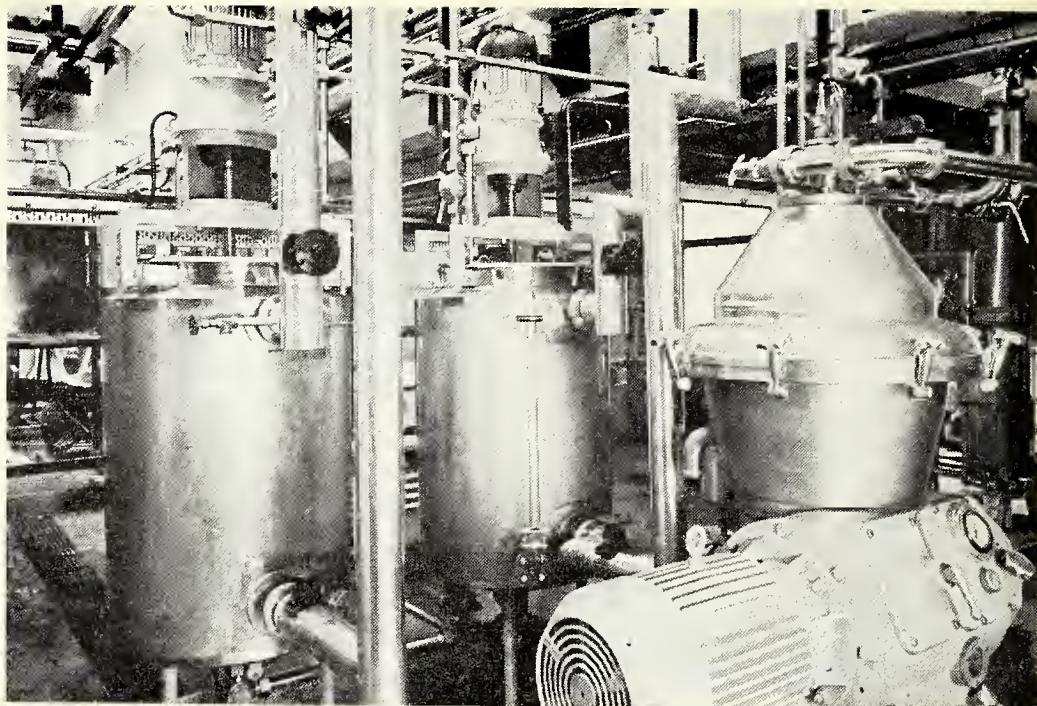
Labelling machines will also be shown by Newman Labelling Machines Ltd. Newman say the equipment has been designed with the pharmaceutical and cosmetic industries in mind. One item to be seen in action will be the Newman automatic labelling machine, model 2B handling the small cylindrical vial. This machine is suitable for applying up to a wrap-round label to cylindrical containers only, at speeds of up to 40 per minute. The other labeller on show will be the Newman semi-automatic model 24A. This machine is capable of applying labels from $\frac{1}{2}$ in to $5\frac{1}{2}$ in height and up to $6\frac{1}{2}$ in width onto almost any shape of container, at speeds of up to 40 per minute.

Single-dose packaging

Unipack Ltd will be demonstrating the scope and *modus operandi* of their specialised contract-packaging service as offered particularly to the pharmaceutical industry. Based on the principle of single-dose packaging, the service embraces many dosage forms including tablets, capsules, suppositories, powders, granules, syrups and suspensions. The service provides original design, compatibility testing, and preparation of specifications, through to the procurement of materials and manufacture of packed stock.

Electronic Controls Co (Adonet Ltd) will exhibit two working models of the Autolabeler—a self-adhesive, roll-feed labelling machine, supplied to many pharmaceutical companies in the UK.

Sick Optik-Elektronik instruments are the basic theme of the exhibit of Pearson Panke, and the main range on show will be the code reading instruments which are to form the subject of a lecture at the Interphex Conference.



Whatman Biochemicals Ltd are using their stand to depict their extensive production facilities for enzymes and related biochemicals. Seen here is a bacteria harvesting centrifuge and dilution tank assembly

C. E. King Ltd will demonstrate their TB4 electronic tablet-counting machine, the King tablet counter SC6L, and a volumetric liquid filling machine K52.

Bramigk & Co Ltd will be exhibiting the Bauermeister mill which is "proving so popular in the pharmaceutical and chemical industries."

Manufactured in Belgium by NV Machines Colletts SA, a mixer operated on the planetary system and suitable for the mixing of powders, granulates, creams and ointments will be exhibited. On models of 300-litre capacity and above, both the complete mixing head and the bowl support can be raised or lowered independently of each other hydraulically, so making it possible to remove the mixing bowl from the machine without first of all taking off the mixing arm.

Chemicals and Feeds Ltd are to feature on behalf of Rohm & Haas Pharma GmbH the Eudragit series of products for filmcoating tablets. Details of two new product ranges are to be introduced at the exhibition.

Manesty Machines Ltd (stand B7) will exhibit for the first time in England, the ExPress high speed medium production rotary press and the 48in Accela-Cota coating unit. The ExPress model on display will be the 20 station machine, fitted with $\frac{1}{2}$ in diameter punches and dies and fully operational. The machine is capable of producing tablets to 1in diameter at a rate of 2,000 per minute. Also shown will be the S45 stainless steel automatic water still, specifically designed to combine operational efficiency and simplicity with an economic price. It can be assembled and dismantled in a matter of minutes without special tools. It is thus easy to clean, efficient and simple to operate.

Equipment to provide ultra pure water in large quantities, economically and efficiently, will be featured by the Elga Group. Elgastat deionisers provide pure water complying with Pharmacopoeia spec-

ifications at flow rates from 30-20,000 litres an hour.

Suppliers' addresses

Adelphi Manufacturing Co Ltd, 20 Duncan Terrace, London N1 8BZ.

Anglo Continental Machines Ltd, 20 Orange Street, London WC2.

Beatson, Clark & Co Ltd, 23 Moorgate, Rotherham, Yorks.

Bramigk & Co Ltd, 2a Towcester Road, London E3.

Chemicals & Feeds Ltd, Adelaide House, London Bridge, London EC4R 9DL.

Electronic Controls Co, Oozewood Road, Royton, Oldham, Lancs.

Elga Products Ltd, Lane End, Bucks.

Europak Ltd, 52 Bell Road, Hounslow.

Gravfil Machines Ltd, Chapel Road, London SE27.

Hamilton Machinery Sales Ltd, 83 Uxbridge Road, London W5 5TG.

Hyde Plastics Ltd, 8 Peterborough Road, Harrow.

Ilapak (Europe) Ltd, 5 Clipstone Street, London W1.

Jaclosures Ltd, Hounslow.

C. E. King Ltd, 41 London Street, Chertsey, Surrey.

Lancing Packers Ltd, Commerce Way, Lancing, Sussex.

Manesty Machines Ltd, Speke, Liverpool, L24 9LQ.

Morgan Fairest Ltd, Carlisle Street, Sheffield S4 7LP.

Newman Labelling Machines Ltd, Queens Road, Barnet, Herts.

Pearson Panke Ltd, 1 Hale Grove Gardens, London NW7.

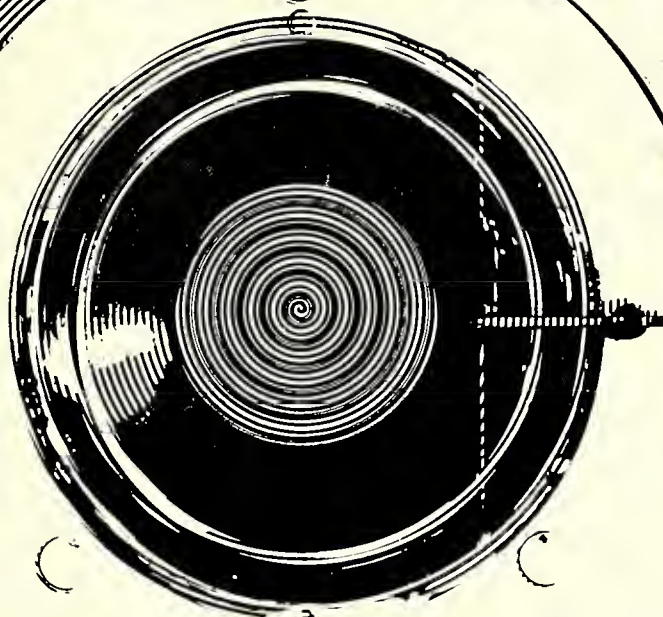
William Sessions Ltd, Huntington Road, York YO3 9HS.

Unipak Ltd, Billericay, Essex.

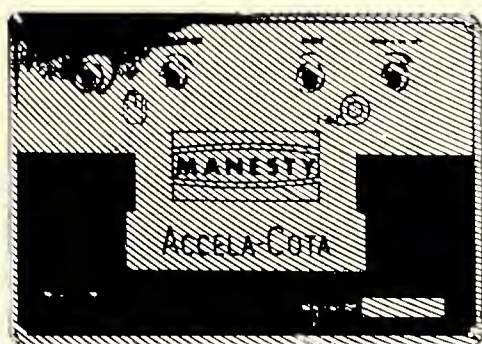
Waddell Packaging Ltd, Stonehouse, Glos.

Whatman Biochemicals Ltd, Springfield Mill, Maidstone, Kent.

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NPU oppose multi-rate VAT levy

The problems for retailers that would arise from a multi-rate system of value added tax were discussed at a recent meeting of the Executive committee of the National Pharmaceutical Union.

It was agreed that, in the event of a multi-rate system, it would be impractical for most NPU members to calculate exactly output tax for their VAT returns, and that the adoption of a method of "notional apportionment" of sales under the different rates should be asked for.

A reply from Customs and Excise to a letter from the NPU urgently pressing for a single rate levy had indicated that this aspect would be taken very fully into consideration in the reports to be submitted to the Ministers in connection with the VAT Bill.

When more was known of the proposed system for collection of the tax, representations would be made to the ABPI and NAPD with a view to seeking more uniformity in the size and layout of statements and invoices. The General Purposes Committee would look into the provision of additional services to members in the way of ledgers, accounting forms, etc.

[In the Queen's speech at the opening of Parliament on Tuesday, it was confirmed that VAT legislation details will be announced in April 1972—Editor.]

Security in pharmacies

The Committee discussed the implications of the Misuse of Drugs Act under which security arrangements in pharmacies recommended by the local police could be accepted as an alternative to a safe. It was felt that such requirements might be too onerous for the majority of pharmacists and that the Home Office should be asked to accept a standard on a par with that specified by insurance companies.

The Committee resolved that the NPU should negotiate with manufacturers, through the ABPI, for the distribution of Medicines Act product data sheets to all members.

It was reported that the National Chamber of Trade had introduced a scheme under which gifts could be purchased at one business and obtained from another. A part of the scheme was local advertising for those participating. The attention of the Chamber had been drawn to the fact that the type of advertising likely to be used might give rise to problems under the Pharmaceutical Society's Statement upon Matters of Professional Conduct and that there were doubts, therefore, whether pharmacists could properly co-operate.

The University of Lancaster had asked the NPU for approval of a proposed investigation of the ways in which information on new pharmaceutical products was disseminated. The Committee raised no objections to the inquiry which would

take the form of a questionnaire sent to selected members, although the decision whether or not to complete the questionnaire would rest with the individual concerned. The University would be asked for a copy of the results of the inquiry.

The setting up of a consultative panel of pharmacists by the J. Walter Thompson organisation was reported. Several inquiries from members about the panel had resulted in a meeting between a representative of the NPU and Deltakos. Members were being advised that the NPU saw no objection to their co-operating if they so wished.

Experience for medical students

It was reported that several medical schools had instituted schemes whereby medical students spent a week or two in a general medical practice. The Committee welcomed the development and heard how an NPU member had agreed to receive students for part of this time so that they could experience being on the receiving end of prescriptions. Notes for the guidance of members involved in such arrangements would be drafted with a view to encouraging other pharmacists to do likewise.

A list of speakers for branch meetings had been drawn up. It was agreed that, whilst members of the Executive Committee should speak anywhere within their divisions, those who were prepared to travel farther afield should first be assured of a reasonable attendance. In future, it would be permissible for associate and honorary members to be co-opted on to branch committees to act solely in an advisory capacity.

A standing invitation would be given to branches and individual members to visit Mallinson House as part of the golden jubilee celebrations. Prior arrangements would be made on application. A series of open days would be held.

COMING EVENTS

Monday, November 8

East Metropolitan Branch, Pharmaceutical Society, Wanstead Library, Spratt Hall Road, London E11, at 7.30pm. Dr L. G. Pring on "The amphetamines: their metabolism and some thoughts on the habituation to the compounds."

Finchley Branch, Pharmaceutical Society, Barnet General Hospital, at 8pm. Joint meeting with Barnet division, British Medical Association.

Nottingham Branch, Pharmaceutical Society, 64 St James's Street, Nottingham, at 8pm. Mr G. E. Appelbe, secretary of the Statutory Committee on: "The role of the inspectorate."

Southampton Branch, Pharmaceutical Society, Polygon Hotel, Southampton, at 7.30pm. Mr Peter Waddington on "The screening of agricultural chemicals."

Tuesday, November 9

Chiltern Region Pharmaceutical Society, Chelsea College, Manresa Road, London SW3, at 7.30pm. Dr W. H. W. Inman (Committee on Safety of Drugs) on "The collection and investigation of reports on adverse drug reactions" (lecture course).

Doncaster Branch, Pharmaceutical Society, Doncaster College of Technology, at 8pm. Mr R. Naylor, lecturer in pharmacology, on "A current evaluation of tranquillising drugs."

Interphex 71, exhibition for the pharmaceutical, cosmetic and toiletries industries (until November 12). Royal Horticultural Society's Halls, London SW1.

Ipswich Branch, Pharmaceutical Society, Postgraduate Medical Centre, Ipswich, at 7.30pm. Dr Badminton (Deputy Medical Officer of Health) on "The work of the Health Department."

Joint Pharmaceutical Analysis Group, Pharmaceutical Society, 17 Bloomsbury Square, London WC1, at 2.30pm. Subject: "NMR applied to the Pharmaceutical Industry." Chairman D. C. M. Adamson.

King's Lynn Branch, Pharmaceutical Society, Music Room, Wootton New Inn, South Wootton, at 8pm. "Drug addiction," sponsored by Geigy Ltd.

Lanarkshire Branch, Pharmaceutical Society, Nurses Recreation Hall, Strathclyde Hospital, Motherwell, at 7.30pm. Dr A. Mackenzie on "Hypnosis."

South-east London Chemists' Association, Medical Centre, Lewisham Hospital, London SE13, at 7.30pm. NPU annual meeting followed at 8pm by Mr B. M. L. Gandar, Chemists' Mutual Insurance Co Ltd on "Some insurance problems explained."

West Hertfordshire Branch, Pharmaceutical Society, Beehive Suite, Watford By-pass, Bushey, at 7.30pm. Dinner and dance.

Woking Branch, Pharmaceutical Society, Medical Centre, St Peter's Hospital, at 8pm. Dr B. J. Jones on "Inflammation and anti-inflammatory agents."

Wednesday, November 10

Bournemouth Branch, Pharmaceutical Society, Anglo-Swiss Hotel, East Cliff, Bournemouth, at 7.15pm. Professional dinner. Theme: "Medicine—pharmacy—what next?" Speakers: Mr D. F. Smith (branch chairman), Dr Ronald Gibson (Immediate past president, BMA) and Mr D. H. Maddock (member of the NPU Executive).

Chiltern Region, Pharmaceutical Society, Main Hall, Harrow College of Art and Technology, Northwick Park, at 7.30pm. Conference: "Medicines substitution—pros and cons." Admission by ticket only, available from branch secretary.

Croydon Branch, Pharmaceutical Society, Greyhound Hotel, Croydon, at 7.30pm. Annual dinner and dance.

Sheffield Branch, Pharmaceutical Society, Royal Victoria Hotel, Sheffield, at 8pm. Mr C. C. Stevens (a member of the Council) on "Pharmacy and the Common Market."

Thursday, November 11

Epsom and Sutton Branch, Pharmaceutical Society, Bourne Hall, Ewell, at 8pm. Mr R. M. Howitt on "The Medicines Acts 1968 and 1971."

Glasgow and West Scotland Branch, Pharmaceutical Society, McCance Building, University of Strathclyde, at 7.45pm. Mr B. M. L. Gandar (Chemists' Mutual Insurance Co Ltd) on "Some insurance problems explained."

Leeds Branch Pharmaceutical Society, Great Northern Hotel, Leeds, at 8pm. Dr T. G. Booth, on "Statistical data and general practice pharmacy management."

Sunday, November 14

Scottish Department, Pharmaceutical Society, Golden Lion Hotel, Stirling, at 10.30am. One-day conference. Speakers: Mr W. A. Beanland (a member of Council) on "The influence of the Statutory Committee on the professional conduct of the pharmacist" and Messrs J. Chilton and D. C. Mair on "The pharmacist's responsibilities and function in relation to the public benefit."

Instant colour pictures from Polaroid this Christmas...

The people who buy Polaroid Cameras from you between now and December 24 will be just longing for the thrill and excitement of shooting and seeing instant pictures on Christmas morning.

But since most of them are buying Polaroid Cameras as gifts for other people, their only hope is that those "other people" will also be buying Polaroid Cameras—as gifts for *them*.



Pushed by all that advertising, they probably will be too; which is why we have Swinger II and Colorpack 80 Cameras ready to deliver. And why we have a question for you—do you have the stocks to meet a *double* demand?

...and instant supplies from Ucal (Brook Parker) Ltd

P.O. Box 353 29 Canal Road Bradford 1 Yorks Telephone: Bradford 32281 (3 lines)

"Polaroid" and "Swinger" are trade marks of Polaroid Corporation, Cambridge, Mass., U.S.A.

Another new product from Mitchum-Thayer

Mitchum Anti-Perspirant Spray



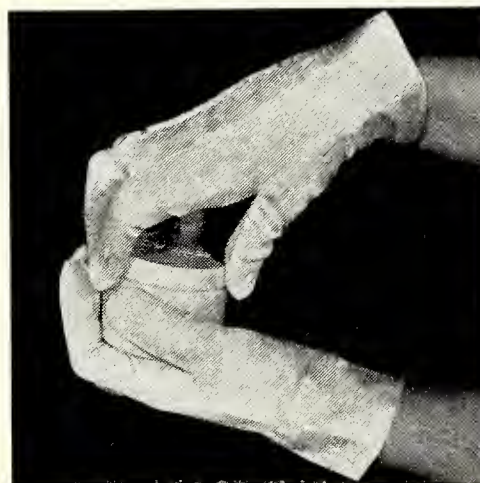
Now Mitchum have discovered how to get all the effectiveness of the Cream and Liquid into a spray.

New Mitchum Anti-Perspirant Spray contains three times more concentrated anti-perspirant than any other spray.

New Mitchum Anti-Perspirant RSP £2.35.

Mitchum Distributors, Sunley House, Croydon CR9 2DB. Tel: 01-686 7345

STOCK *Andy* SLEEPING GLOVES



This is one of the range of Andy household and garden gloves. Write for details.

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& CO. LTD.**
(C & D) ROCHDALE
LANCASHIRE

**LIGHTWEIGHT, COMFORTABLE,
WILL NOT SLIP OFF, EASILY WASHED.**

Specially manufactured for people with skin complaints who use skin creams at night—or women who use hand lotions. Lotions and creams stay on the hands and the bed linen is protected.

26p PER PAIR + 2.93p P.T.
SUGGESTED RETAIL PRICE 42p PER PAIR.

MARKET NEWS

Big slide in menthol prices

London, November 3: During the Canton Fair, China reduced the price of menthol substantially. Shipment offers were around £5.70/kg against £6.40 last week. Brazilian menthol also continued to drift lower through general dullness of business. Lower also were Cochin ginger, ipecacuanha, Canada balsam, dandelion root and Continental valerian but Indian valerian was up by £30 ton.

Among essential oils, lemongrass continued firm but *arvensis* peppermint was lower in line with menthol.

Crude drugs

Aconite: Napellus: Spot £1,050; £1,000 metric ton, cif.

Agar: (lb) Kobe No 1 £0.85 cif; European £0.73. **Aloes:** (metric ton) Cape primes £235 spot; £220 cif. Curacao £800 spot; £760 cif.

Balsams: (lb) **Canada:** £1.80 spot; shipment £1.75 cif. **Copaiba** BPC £0.60; Para £0.40. Peru: £1.05; £1, cif. **Tolu:** BP £0.70.

Belladonna: Leaves £0.16 lb spot £0.15, cif. herb £0.12 spot, £0.11, cif; root £0.11 nominal spot; £0.10, cif.

Benzoin: BPC, £38 cwt; £34-£35, cif.

Buchu: Spot rounds £1.40 lb.

Camphor: BP natural powder £1.25 kg spot; £1.18, cif. Synthetic BP £0.57 kg in 500-kg lots.

Cardamoms: (Per lb cif) Alleppy greens No 1, £0.90 prime seeds £1.05.

Cascara: Spot £380 metric ton, Nov-Dec £340, cif.

Cassia: Ligne, whole £620 metric ton, cif.

Chamomile: Hungarian £0.45, lb.

Cherry bark: spot £0.18 lb; £0.17, cif.

Chillies: Zanzibar £500 ton spot; no cif offers.

Cinnamon: Seychelles bark £245 ton cif, Ceylon quills four O's £639; quillings £437.

Cloves: Madagascar £1,570 ton spot.

Cochineal: Tenerife black-brilliant £6.15 kg spot.

Peruvian silver grey £5.20 spot; £5.05, cif, afloat.

Cocillana: Spot £0.35 lb.

Colocynth pulp: Spot £0.30 lb.

Dandelion: Root £485 metric ton spot; £465, cif.

Ergot: Nominal.

Gentian: Root £500 per metric ton spot; £475, cif.

Ginger: (long ton) Cochin £235, cif. Jamaican No. 3 spot £1,100; Nigerian split £240, £195, cif, Jan-Feb; peeled £350 spot, £310, cif; Sierra Leone £350, cif.

Gums: (Per cwt) **Acacia:** Kordofan cleaned sorts

£14.50 spot; £13.25, cif. **Karaya:** No. 2 faq £23

spot. **Tragacanth:** No. 1 spot £270, No. 2 £230.

Honey: (Per cwt ex store). Australian light amber £12.60, medium amber £12, Canadian £12.15 Mexican not quoted; Chinese £9.50 nominal.

Hydrastis: £1.70 lb spot; £1.65, cif.

Hyoscyamus: Niger is nominal in both positions.

Ipecacuanha: (Per lb) Matto Grosso £2.95 spot; £2.80, cif. Costa Rican £2.65 spot, £2.55, cif.

Jalap: Mexican 15%, resin £950 metric ton, cif.

Kola nuts: African halves £80 metric ton spot.

Lanolin: Anhydrous BP minimum 1,000 kg £340-

£375 per metric ton; cosmetic grade £390.

Lemon peel: Spot £0.13 lb; £0.12, cif.

Liquorice root: (metric ton, cif) Chinese £85;

Russian £90. Spray-dried powder £396, delivered.

Block juice £431.50.

Lobelia: American herb £760 metric ton, cif.

Lycopodium: Indian £2.20 lb spot; £1.90, cif.

Mace: Grenada £0.35 lb, fob.

Menthol: (kg) Chinese spot £6; shipment £5.70,

cif. Brazilian £4.50, Nov-Dec £4.20, cif.

Mercury: Spot £212 per flask of 78 lb.

Nutmeg: (Per lb, cif). Grenada: 80's £600; sound unassorted £450, defectives £375, all cif.

Nux vomica: Spot nominal; Nov-Dec £100 metric ton, cif.

Pepper: Sarawak black £375 ton cif; white £535, cif.

Podophyllum: Nominal.

Quillaia: £300 metric ton spot; £270, cif.

Rhubarb: From £0.30 to £1.50 lb.

Saffron: Mancha superior £82/kg.

Sarsaparilla: Short on spot; £0.45 lb, cif.

Seeds: (long ton) **Anise:** China star £175, spot;

shipment £125, cif. **Caraway:** Dutch ex wharf

£365. **Celery:** Indian £260; £210, cif. **Coriander:**

Moroccan £77.50 cif. **Cumin:** Indian £230,

cif. **Dill:** Indian £120, cif. **Fennel:** Indian £135,

cif. Chinese £115, cif. **Fenugreek:** Moroccan

for shipment £62.50, cif. **Mustard:** £60-£120 spot.

Senega: Canadian £1.67 lb spot; £1.65, cif.;

Japanese £1.15 duty paid.

Senna: (lb) Tinnevely No. 3 faq leaves £0.06½;

pods, hand-picked £0.11½; manufacturing £0.8½;

Alexandria h/p £0.57-£0.65 ex wharf; manufac-

turing cleared.

Squill: White spot £260 metric ton; £250, cif.

Styrax: £1.12½ lb spot; £1.10, cif.

Tonquin beans: Para £0.37 lb spot; £0.32, cif.

Turmeric: Madras finger £170 ton; £145, cif.

Valerian: (metric ton) Continental £285; £275, cif;

Indian £245 spot; £230, cif.

Waxes: (ton) Bees' Dar-es-Salaam £700; Austra-

lian £660, both cif. **Candelilla:** £570 spot; cif

nominal **Carnauba:** fatty-grey £405; £372.50, cif

prime yellow £650 spot; £630, cif.

Witchhazel leaves: Spot £0.30 lb; £0.27 cif.

Essential oils

Lemongrass: £2 kg spot; £1.70, cif.

Nutmeg: East Indian £4.95 kg. English distilled

from West Indian £13; from E Indian £14.

Orange: Sweet £0.54 kg spot; bitter from £3.15.

Palmarosa: £7.85 kg spot, £6.50, cif.

Patchouli: Spot £4.25-£4.50 kg duty paid.

Pennyroyal: Spot £2 kg.

Peppermint: (Per kg) *Arvensis* Chinese £2.10

spot; £2.02, cif; Brazilian £1.80 spot; Nov-Dec

£1.65, new crop, Feb-March £1.57, cif. Piperata

from £4.50.

Pine: (kg) *Abietis* £3.75, *pumilionis* £6; *sylvestris*

£1.62.

Rosemary: Spanish £1.50 kg.

Sage: Spanish £1.85 kg spot.

Sandalwood: Mysore spot £13.25 kg. East Indian

for shipment £12.50, cif.

Spearmint: American £5 kg, cif; Chinese spot


£3.40 kg; shipment £3.30 cif.

TURNTABLES



GDT3 £10
GDT4 £5


DEMISTERS



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DIVIDING PILLS



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WHITMARLEY

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PLASTIC MEDICINE SPOON

5ml dose



Immediate Delivery; Low Prices; High Quality.
Heavy investment in high volume capacity equipment enables us to sell at low prices and offer off-the-shelf delivery. Spoons are made to official B.S.S. No. 3221/4.
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Announces the above post as vacant for qualified and experienced English/or English Speaking candidates and applicants.

1—QUALIFICATION REQUIRED:

- a—University Degree in Sciences, preferably a close line to Medicines and Pharmacy.
- b—3-5 years' past experience as medical rep promoting pharmaceutical specialities (field and office work).
- c—1-3 years in any supervisory standard.

2—PREFERENCES:

- a—Being a bachelor 25-35 years old.
- b—Of British Nationality or any of the Commonwealth Nationalities.
- c—Being graduated from a British or American University.
- d—Being familiar to Black African Countries, by contacts and/or past living.

3—APPLICATIONS:

- a—To be addressed to Managing Director of the company, within 2 weeks of the issue of this advertisement.
- b—To include:

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- (2) Complete address of applicant.
- (3) Curriculum vitae covering the whole past experience and life of applicant.
- (4) 1 passport size photo, and 1 full size photo of applicant.

4—CONDITION OF EMPLOYMENT

Will be negotiated with applicants on later dates, and according to prevailing merits.

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HEALTH SANDALS
(new) and
OMNIPED
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Please write giving experience to International Foot Appliances Ltd., 345 City Road, London, E.C.1.

Unqualified dispenser required by leading pharmaceutical wholesaler, as Buyer/Stock Controller. Five day week. Salary up to £1,600. Apply: Unichem Ltd, 8 Westbury Road, London E.17. Tel: 01-520 5544.

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Appointment is on contract for three years initially. Salary up to £3,930 p.a., depending upon experience. A TAX-FREE GRATUITY equal to 25% of total earnings is payable on completion of contract.

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SHOPFITTINGS — Manufacturers of chemists' fittings offer Special Terms to chemists opening or re-fitting in Nov., Dec. and Jan., willing to act as show installations for new range of display shelving, showcases, counters and check-out units. Usual H.P. facilities. Limited amount of three year rental available. Rocano Ltd., St. Paul Street, Bristol 2. Tel.: Bristol 40328.

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Applications in writing to:
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Interesting post in modern, well-equipped department. Duties finish at 4.30 p.m. Monday to Friday; one Saturday in three worked until 1 p.m. Whitley Council salary and conditions of service.

Applications to the Chief Pharmacist, Moorfields Eye Hospital, City Road, London, E.C.1.

Businesses required

BUSINESSES REQUIRED

by rapidly expanding and progressive Company in the following categories:—

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Single or Groups of Pharmacies with minimum t/o £50,000 p/a.

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Businesses engaged in toiletry, proprietary medicines or allied fields. Any type or size considered.

Capable executive management retained if required.

Quick decisions, adequate funds and bankers references available. Top prices paid.

Replies treated in strict confidence.

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**Managing Director,
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WE PURCHASE surplus and redundant stocks of every description, especially packing material. Spot cash settlement. Reliance Trading Company, 23-25 Charles Lane, St. John's Wood, London, N.W.8. Tel.: JUNiper 0701. C 599

WANTED. Tablet compressing machines, single punch and rotary, together with ancillary equipment. We are also looking for capsule filling machines. Please write: Box 1837.

WANTED. We would like to purchase the following tablets to comply with export orders.
Dexamethasone Tablets 0.5mg
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Prednisone Tablets 5mg
Ethionamide Tablets 125mg
Chlorpromazine Tablets 25mg
Imipramine Tablets 25mg
Phenylbutazone

Tablets 100mg and 200mg
Chlorpheniramine Tablets 4mg
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Please write with your quotations, care of Box 1842.

WE WILL PURCHASE for cash a complete stock of a redundant line, including finished or partly finished goods packaging, raw materials, etc. No quantity too large. Our representative will call anywhere. Write or telephone Lawrence Edwards & Co., Ltd., 6/7 Wellington Close, Ledbury Road, London, W.11. Tel. Park 3137-8. C 140

WANTED: Surplus cameras, enlargers, cine-cameras and projectors, photographic equipment of every description. Surplus and outdated film and paper, large or small quantities. Phone, write or call. Spears (Dept. CD), back Watling Street, Shudehill, Manchester, 4. Telephone: BLACKfriars 9432 (5 lines). Bankers, Midland Bank, Ltd. C 613

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FOR SALE

Small well equipped manufacturing chemists North London, 1,200 square feet, Freehold. £15,000 o.n.o. Box No 1851.

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SOLARITE SUNGLASSES

Agents required with first class connections with Chemists, Stores, etc, in West End, North London and adjacent Home Counties, also SE England (Kent, Surrey, Sussex). Excellent range, product backing, presentation, etc. Good earning potential. Apply with details of experience, territory covered and lines currently carried to Sales Director, Lessar Brothers Ltd., Lesbro Works, Hylton Street, Birmingham B18 6HW.

AGENT WANTED FOR U.K.

Well established Australian pharmaceutical manufacturer requires an agent to import and promote either its range or a selection from its range of highly successful O.T.C. products, a number of which are market leaders on the local market. These products are enjoying excellent sales in several overseas markets. Interested parties write to—

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	6 doz	1 gross
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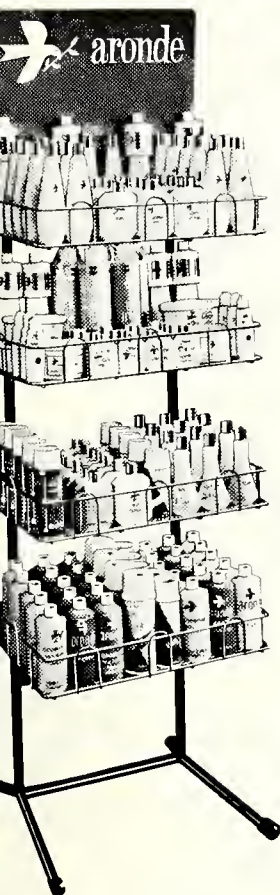
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Already selling in more than fifty countries—these fast-selling lines can draw your richest audience . . . estimated at many gross of sales each year! Research proves ten million women buy a new pouchette once a year—and many buy twice or three times . . . so take advantage of this season's big-feature range and super-value price-reduced items.

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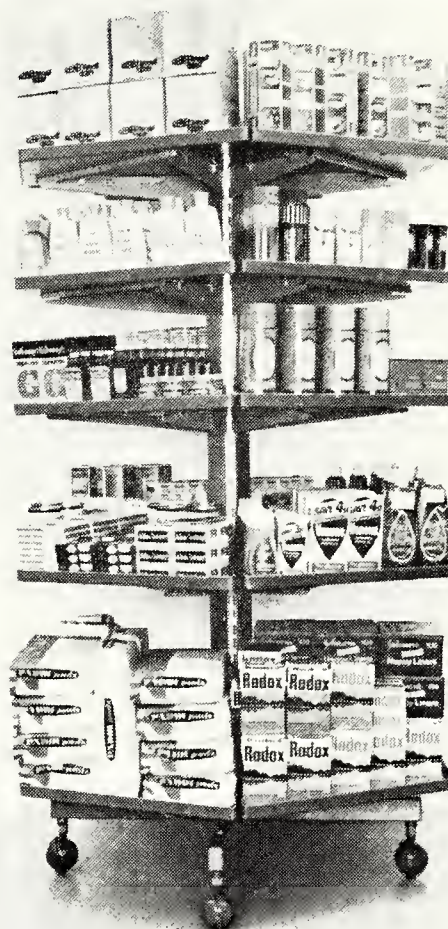
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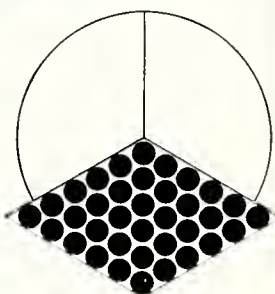
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